WELLCOME CENTRE
12 MAY 1969

C&D

CHEMIST AND DRUGGIST

MAY 10 1969

235.3 free Sweetex for your customers.

That's what a 2/- saving on 1000 Sweetex pellets works out to. Mathematically.
Your local wholesaler is holding our special packs in stock and is prepared to part with them at fifty-eight shillings and sixpence per dozen.
Equally interesting, our six figure advertising campaign for Sweetex starts this month in the National Press and popular Women's magazines.
An apt time to wish you another highly successful year with Sweetex.



Britain's best-selling sugar-free sweetener.

Gillette® SPECIALS in May and June



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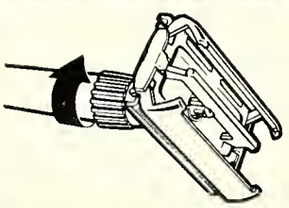
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Great new pack. Great new price. Down from **34/8** to **22/6** rec. rsp. permanently. A whole new standard of shaving.





SUPER SLIM TWIST

New pack now with 10 Super Silver Blades

New price now at **12/6** rec. rsp.



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DEODORANT

Right for the whole family



cash redemptions for your customers but full profit for you

3/- consumer coupon on 128 gm aerosol

2/- consumer coupon on 85 gm aerosol

32 cc spray—**12** for **10**



bud®

Consumer offer—free refill with every roll-on and **10%** off an order of 3 dozen assorted, from the range of roll-on, aerosol, puffer and roll-on refill.

Home Perms

12 for 11 on Toni and Prom Home Perms giving

8⅓% extra profit.

Tear out this page and send your order to your wholesaler Now!

	Item		Quantity
Gillette Super Silver	25 x 5 Disp. (25 for 24) 25 x 5 Pkt. (25 for 24) 25 x 10 Disp. (25 for 24)		
Techmatic Razor	22/6 rec. rsp.		
Super Slim Twist	With 10 blades 12/6 rec. rsp.		
Right Guard Deodorant	128 gm (3/- coupon) 85 gm (2/- coupon) 32 cc (12 for 10)		
Bud	Roll-on (free refill) Roll-on Aerosol Puffer Roll-on refill	10% off 3 doz. ass.	
Home Perms	Toni (12 for 11) Prom (12 for 11)		

Name.....

Address .....

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GEORDIE

BEER & STOUT KITS*



* Ingredients for making

HOME BREWED BEER — for 2 gallons 7/6
HOME BREWED BEER — for 5 gallons 12/6
HOME BREWED STOUT — for 2 gallons 9/6

Sales of Home Brew Kits are not just booming, they are way off the charts. Our Kits are selling from John O' Groats to Lands End through Boots and other Chemists. If you are not already stocking the 'Geordie' Lines, now is an excellent time to start.

Geordie Kits are complete in themselves (except for sugar and water)
Chemists, Wholesalers and Export enquiries invited

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or phone: North Shields 73402

A

Scholl's quiet revolution makes elastic support hosiery big business for chemists

Scholl's vigorous promotion of Nylastik lightweight and Soft Grip standard weight elastic stockings has given chemists the opportunity to cover more than 90% of all the requirements of doctors and customers with just these two brands in a small range of standard sizes. They are virtually a Chemist exclusive–and certain to remain so.

Because they're such high quality, Nylastik and Soft Grip almost invariably lead to repeat business: and it is repeat business which builds real profit in this field. Your customers will be so satisfied with Scholl Elastic Support Hosiery, they'll come back again and again. Naturally Scholl will replace a stocking without question but requests for replacement are very rare indeed, thanks to Scholl's rigorous quality control.

Soft Grip

is modern, circular knit elastic hosiery and can be supplied in all cases where standard weight elastic yarn is prescribed–unless of course a "Flatbed" type is indicated. Soft Grip are completely seamless and tension fashioned to give full, even compression over all parts of the leg with no constriction whatsoever.

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1 Thin feathered finish at end of foot makes Soft Grip much more comfortable–no thick double hem to add bulk, leave marks and irritate the ball of the foot.
2 The Soft Grip heel is specially reinforced with nylon splicing to give far greater wear and much better fit.
3 Soft Grip has shadow welt at thigh spliced into the stockings so there is no uncomfortable ridge cutting into thigh.

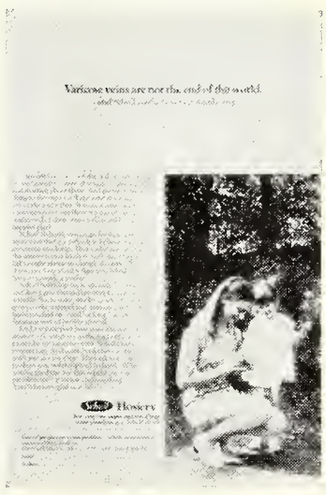
Nylastik

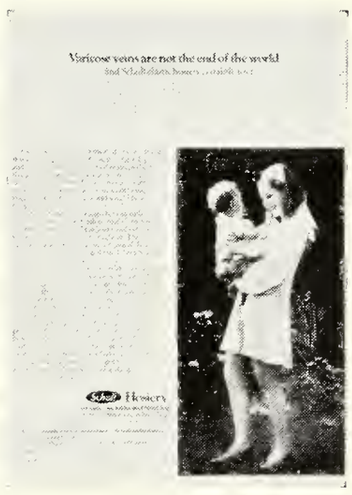
is lightweight nylon-covered elastic and not affected by the new Drug Tariff amendment. Nylastik Hosiery is full footed and provides a degree of support quite remarkable for such light stockings. They are worn instead of ordinary nylons and are virtually indiscernible in wear.

Scholl



The advertising support Scholl give to their elastic support hosiery is unprecedented in this field. Not only heavy campaigns in the largest circulation women's magazines, but specialised campaigns directed at doctors, midwives and pregnant women, have made Scholl undisputed leaders of the market – a market Scholl make very rewarding for the pharmacy.





SCHOLL BUILD MARKETS... AND BUSINESS... FOR CHEMISTS



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Compare the prices with your current best seller.

Rank Aldis have come up with two great new cameras in the fastest growing section of the camera market—The Aldis 100 Instant Load camera and the Aldis 200 Instant Load camera. Both cameras are sold in kit form and cost less than other high quality instant load kits on the market today.

Both cameras have all the features that have made Instant Load cameras so popular; fast loading, fast winding, and fast shooting. And the 200 has a unique red warning light that tells you when there's not enough light to take a picture. They're bound to have a big appeal to beginners and people who want cameras that are simple and effortless to operate. And demand is growing all the time.

As well as the camera, the kits contain Kodacolor-X cartridge film, 4-shot flashcube and special long-life Mallory batteries in an attractive presentation case, ideal for display in your shop or store.

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Rank Aldis Instant Load Cameras, distributed, serviced and guaranteed by the Rank Organisation.

Rank Photographic, P.O. Box 70, Great West Road, Brentford, Middlesex. 01-568 9222
Also available in Ireland from Miniphoto Ltd., 3 Jervis Street, Dublin 1. Tel: Dublin 49194

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Absolute Alcohol

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Familia Swiss Baby Food is rich with valuable nutritives and so smooth. An excellent cereal for babies over 6 months. Familia can be recommended with confidence for easing baby through the difficult changeover period from milk to solids.

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Sales support through continuous advertising in the press.

The only **BEVELLED TONGUE DEPRESSOR** in the world

Applicators also available

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Super LONG LASHES FROM *fiona*



Sensible girls know Fiona lashes are the best. Permanently curled, waterproof, secure, in two styles and at a reasonable price - obviously the most practical choice. (As well as fashionable.)

Your customers are already sold on Fiona. It's only common sense. Now it's up to you to be sensible, and stock up on what they want. Fiona - in two pretty packs and a neat display outer.

12/10 or 16/10

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MEGGEZONES will sell well again this summer

... 4 in the Summer for every 6 in the Winter!

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SUMMER

MEGGEZONES

White Laboratories Limited,
Meggeson-Warrick Division, Penarth Street, London, S.E.15

WK.89

C&D

CHEMIST AND DRUGGIST

ESTABLISHED 1859

THE WEEKLY NEWSPAPER FOR PHARMACY and all sections of the drug, pharmaceutical, fine chemical, cosmetics, and allied industries

Official organ of the Pharmaceutical Society of Ireland and of the Pharmaceutical Society of Northern Ireland

Volume 191 May 10, 1969 No. 4656

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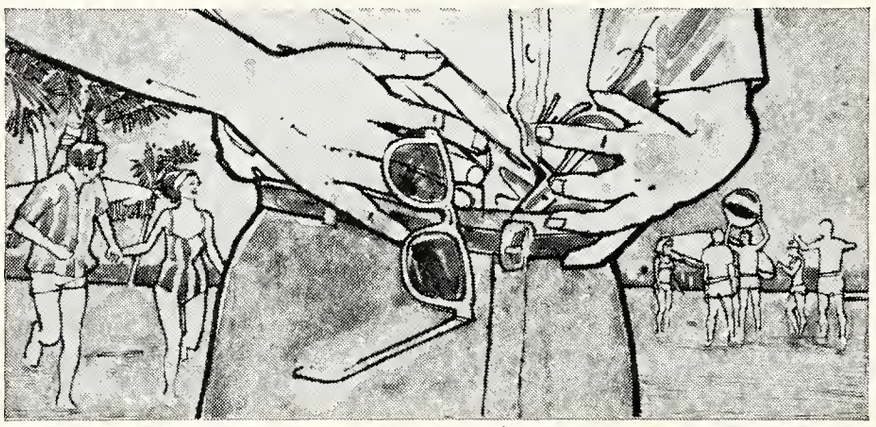
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Let's get this settled



Entroquin

You are probably familiar with the question: "Could you suggest something to clear up tummy trouble?" or, in the Summer, "I'm taking my family abroad next week. Can you recommend something for Continental Stomach?"

You can give your customer the sound advice he expects by recommending Entroquin, which provides prophylaxis against, and treatment for, diarrhoea and stomach upsets, including nausea and vomiting. The preparation contains iodine and chlorine (in organic combination) to combat the infection, codeine and hyoscine to sedate the bowel movements, and pectin to absorb the toxins.

Through our Chemist's Own Brand scheme, you can have your name, address and Brand Mark printed on all orders of 3 dozen and over. Entroquin is foil wrapped in 20's made up of five strips of 4 tablets each.

Trade Price: 1 dozen x 20's @ 1/7d. per carton + 36⅔% P.T.
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C&D
CHEMIST AND DRUGGIST

Volume 191 MAY 10, 1969 No. 4656

Fight for Rural Chemists

LONDON MEETING URGES SANCTIONS

STRONG sanctionary measures to reverse the Secretary of State's decision on rural dispensing are urged on the Council of the Pharmaceutical Society.

A resolution passed at the annual meeting of the Western Pharmacists' Association of London on April 30 proposes that the measures should be taken unless the Minister's decision is immediately rescinded and the remuneration of pharmacists considerably increased. Mr. R. Jackson (Association secretary) told the CHEMIST & DRUGGIST that "adequate professional sanctions" were envisaged, rather than withdrawal from the Health Service. An example might be to leave "N.P." labelling in abeyance except where beneficial to the patient and convenient to the pharmacist. The matter was one for the Society because professional ethics were involved — it was a question whether the medical and pharmaceutical professions could work together. In passing the resolution, the Association (which includes the West London Branches of the Society and the National Pharmaceutical Union) was hoping to show the concern with which urban pharmacists viewed the decision, even though they were not directly involved.

Contractors Committee

COVENTRY DISSATISFACTION

TWO resolutions criticising the Central N.H.S. (Chemist Contractors) Committee, calling for a referendum of National Pharmaceutical Union members were passed at the annual meeting of Coventry and Warwickshire Branch of the N.P.U. on April 30. Text of the resolutions is as follows:—

(a) That as this Branch, whilst grateful for the past efforts of the Chemists' Contractors' Committee, is extremely dissatisfied with the results of the negotiations between that committee and the Department of Health and Social Security, the N.P.U. Executive should carry out a referendum of members of the N.P.U. to ascertain:—
  (1) whether or not they wish to continue to be represented by the Chemists Contractors Committee as at present constituted, whereby the representatives of Private Contractors are *appointed* by the N.P.U. Executive and
  (2) whether or not they would prefer that the representatives of the Private Contractors should be elected by direct vote of all private contractors, irrespective of whether or not those contractors are members of the N.P.U.

(b) That until the referendum is completed the Chemist Contractors Committee should not agree to any further impositions until the views of contractors have been ascertained.

Chemists' Sales

STANDSTILL RECORDED IN MARCH

SALES by chemists and photographic goods dealers in March were at the same level as in the equivalent period in 1968. It is the first time since May 1967 that the sales have failed to improve on the previous year's figure. The Board of Trade's monthly index stood at 100 (average monthly sales in 1966=100) whereas for all kinds of business it was 107, an increase of 2 per cent. over 1968. Figures were:—

Independent retailers	100	(+1 per cent.)
Multiple retailers	101	(−1 per cent.)
Co-operative societies	92	(−2 per cent.)

The figures do not allow for receipts under the National Health Service. Neither do they take account of the purchase tax increases in 1968, so that actual volumes of goods sold could in fact be lower than indicated.

CONFERENCE INFORMATION

HOTELS

The Belfast Local Committee for the British Pharmaceutical Conference, 1969, point out that bulk bookings by the Committee with local hotels cannot be reserved beyond June 1.

HALLS OF RESIDENCE

Early booking is desired, especially by two or more persons requiring accommodation together as suites. "Double" rooms are less numerous than "singles."

TRAVEL

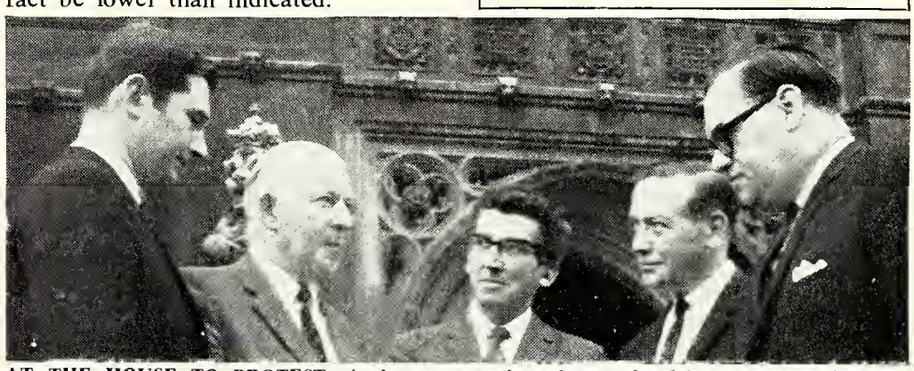
A reminder is again given of the importance of booking early.

CHILDREN

No charge is made for children under four years of age on August 31, staying in official hotels and halls of residence. They may also attend all excursions free of charge.

For children 5-13 years of age on August 31 full charge is made at halls of residence, but they may attend excursions free and do not need books of Conference tickets.

Children 14 years of age and over on August 31 are charged at full members' rate and need full books of Conference tickets. The may join the excursions on the same terms as ladies.



AT THE HOUSE TO PROTEST: A document stating pharmacy's claims on rural dispensing was presented by Mr. Albert Howells (president of the Pharmaceutical Society of Great Britain), as leader of a three-man deputation to the House of Commons on May 5. Mr. Howells told M.P.'s of the Society's grave concern over the ministerial decision on rural dispensing. With him were from left, Messrs. W. M. Darling (vice-president), A. Howells, Eric Ogden, M.P., J. P. Kerr (chairman, Practice Committee), and Ivor Richard, M.P.

Foot-and-mouth Disease

RING VACCINATION PLANS

THE Government is preparing contingency plans for ring vaccination around outbreaks of foot-and-mouth disease. That is one of the recommendations in part I of the report of the Northumberland Committee of Inquiry on Foot-and-mouth disease accepted by the Minister of Agriculture, Fisheries and Food. The Committee's main recommendation was that the slaughter policy should be continued provided that alterations are made in the policy regarding imports of meat from countries where the disease is endemic. General vaccination, it is stated, gives a large measure of protection but that advantage has to be balanced against the disadvantage attaching to the disturbance of normal farming practice, diversion of veterinary manpower and the "very considerable" cost. Ring vaccination would not limit the number of outbreaks but could limit spread. It is also recommended that adequate facilities for cleansing and disinfection of vehicles and persons engaged in the transport of livestock should be a legal requirement at appropriate points of entry into Great Britain.

[The Committee's report was not available at the time of going to press owing to an industrial dispute.—EDITOR.]

Pesticide Residues

"REASSURING" LEVELS IN FOOD

LEVELS of organochlorine pesticide residues contained in the food reaching the consumer are reassuringly low according to the results of a study "Pesticide Residues in the Total Diet in England and Wales, 1966-67" published in the April issue of the *Journal of the Science of Food and Agriculture*. Main object of the study was to determine the daily intake of certain pesticide residues in the average British diet. The study was initiated by the Ministry of Agriculture, Fisheries and Food in October 1966 at the request of the scientific subcommittee of the Advisory Committee on Pesticides and Other Toxic Chemicals. Twenty colleges in England and Wales purchased foodstuffs at quarterly intervals and prepared them for the table. All samples were then examined at the laboratory of the Government Chemist. DDT, dieldrin and B.H.C. isomers were the most frequently detected residues, total DDT residues being much higher than the others. Highest residues were in the fats group (largely of animal origin) which constitutes, however, only about 5 per cent. by weight of the total diet. Residues in the root vegetables, green vegetables and milk groups were generally the lowest.

It is concluded that when the diet as a whole is examined, the total intake of the organochlorine pesticides is not in excess of the conservative acceptable daily intakes set by the FAO/WHO Joint Committee on Pesticide Residues.

Drug Industries

GROWTH RATE IN O.E.C.D. COUNTRIES

TURNOVER of the pharmaceutical industry in Western Europe at $4,150 million, expanded by 10 per cent. in 1967 over a revised figure of $4,150 million in 1966. Japanese output rose in both 1966 and 1967 by about the same percentage as production in Europe, but United Kingdom output increased only by about 7 per cent. Those figures are contained in the report of the Organisation for Economic Co-operation and Development "The Chemical Industry 1967-1968" (H.M. Stationery Office, price 48s.). Trade in medicinal and pharmaceutical products expanded appreciably during 1967; European exports ($1,194 million) rose 9 per cent and imports at $711 million by 14 per cent. largely through intra-European trade. European imports and exports of perfumery, cosmetics, etc., also expanded rapidly — by 17 and by 12 per cent. respectively. Output of those goods in the U.K. was $321 million (against $296 million in 1966).

Medicines for Travellers

ISSUE OF PRIVATE SCRIPTS ADVISED

MEDICATIONS for the illnesses most likely to be contracted when travelling abroad can be provided at a small cost to the patient by issuing a private prescription, according to an article in the *British Medical Journal* (May 3). It is stated that the recent restriction on National Health Service prescribing for such patients has aggravated the difficulty of getting adequate insurance cover. Cost to the N.H.S. of a number of preparations for diarrhoea and infection is contrasted with cost to the patient of the same on private prescription (at "a national chain of retail chemists"). The preparations are (private script cost in parenthesis):—Kaolin and morphine mixture, B.P.C., 200 ml (4s.); kaolin mixture for infants, B.P.C., 150 ml (5s. 6d.); tetracycline tablets, B.P. 40 x 250 mg (18s. 10d.); sulphadimidine tablets, B.P., 40 x 500 mg (4s. 6d.); Ivax, 340 ml (20s. 3d); Kaomycin, 240 ml (31s. 8d.).

Rheumatic Diseases

GREATEST CAUSE OF WORK LOSS

RHEUMATISM is Britain's greatest cause of lost work days through illness in most years, and costs industry £150 million in wages alone, according to a report "Rheumatism In Industry" by the industrial survey unit of the Arthritis and Rheumatism Council. Back pain ("lumbar disc disease") was found to be the biggest cause of sickness absence attributable to rheumatic complaints and there was a positive link between the heaviness of an occupation and the amount of absence. The research confirmed that the prevalence of rheumatism increases sharply with age, the initial incidence of chronic backache reaching a peak around the age of 40.

Sulphuric Acid

PRODUCTION DOWN: SALES UP

SULPHURIC acid production by members of the National Sulphuric Acid Association during the first quarter of the year totalled 821,454 tons calculated as 100 per cent. H_2SO_4. That was a fall of 3,556 tons compared with the same quarter of 1968. Sales however were up by 3·8 per cent. at 929,518 tons.

ILLICIT DRUG TRAFFIC

Heroin price trebles, Congress told

THE possibility that Britain could become another centre for the international illicit drug traffic was suggested by PROFESSOR FRANCIS E. CAMPS (Home Office pathologist), speaking recently at a World Health session of the Royal Society of Health conference at Eastbourne. Such a possibility could arise if the black market price of heroin rose any further. Professor Camps pointed out that that was but one aspect of the problem of dealing with drug addiction to be considered when the suggestion was made that the use and prescribing of heroin should be completely banned. DR. MAX M. GLATT (St. Bernard's Hospital, Southall) had earlier stated that the black market price of heroin, which had for many years been £1 per grain, had risen to around £3-4 per grain following the legislation controlling the prescribing of heroin to addicts.

He criticised the all too readiness of a few London medical practitioners to accept at face value a youngster's claim of being dependent on drugs and to prescribe without any attempt to discover whether the drugs were really needed. "It is all too easy," said Dr. Glatt, "for addicts discharged from a hospital or prison to obtain drugs quite legitimately within a matter of hours, despite the fact that they have been off them for some time." Wider provision of after-care was needed.

DR. N. IMLAH (medical director and consultant psychiatrist, All Saints' Hospital, Birmingham) in a paper "Diagnosis and Treatment," criticised the existing method of setting up clinics to deal with one or two types of drug addiction in isolation. Many centres for treating Britain's drug addicts were "make-shift and second rate." There was a need for a number of regional centres, adequately staffed with a full range of diagnostic and treatment facilities. Recent views expressed by the government subcommittee on cannabis dependence were, he said, so much at variance with the bulk of informed opinion that doubts were raised on their value.

IRISH BREVITIES

THE NORTH

A MANAGEMENT seminar, the second of its kind to be organised by the National Pharmaceutical Union, is being held at the Windsor hotel, Knocknagoney Road, Belfast, at 2.30 p.m. on May 28. The seminar, entitled "Money and Motives," costs £7 7s. Number of participants is restricted to 25.

NEWS IN BRIEF

APPLICATION of computers in medicine is the subject of a B.B.C. Third programme broadcast on May 19.

SALES of glass containers for 1968 showed an increase of 8·7 per cent. over 1967 state the Glass Manufacturers' Federation.

THE Health Education Council, Ltd., Lynton House, 7 Tavistock Square, London, W.C.1, has published a 12-p. booklet describing its structure and aims.

A "DRUG-ABUSE slide kit" is being developed by the American Pharmaceutical Association, under the sponsorship of the Bureau of Narcotics and Dangerous Drugs of the United States Department of Justice. The kit is intended to supplement any presentations by pharmacists and others involved in educating the public on drug abuse.

HAVING investigated a claim that low-density polyethylene was being imported at dumped prices from France, Italy, the Netherlands and the United States, the Board of Trade state that the amount of such material constituted under 2 per cent. of the U.K. market and no action is proposed.

UNDER the headline "Chemists oppose new charges" the *Guardian* (May 7) said that chemists, dentists, doctors, pensioners and poverty groups all agreed that the increased charges for N.H.S. teeth and spectacles was a bad move. Mr. J. Wright (secretary of the Central N.H.S. Committee) was quoted as saying that prescriptions were 10 per cent. fewer since charges were restored.

LOCAL OFFICERS

PHARMACEUTICAL SOCIETY BRANCHES

Birkenhead.—*Chairman*, H. Booth; *Vice-chairman*, K. D. Sharpe; *Treasurer*, R. B. Kennish; *Secretary* and *Press Officer*, D. J. Poole, 13 Vernon Avenue, Hooton, Wirral, Ches. L66 6AI. (Tel: 051 HOO 3123).

Isle of Wight. — *Chairman*, D. P. Mulholland; *Vice-chairman*, D. J. Stokes; *Treasurer*, M. A. Tait; *Social Secretary*, Mrs. M. A. Tait; *Secretary*, S. H. Deakin, 53 Ward Avenue, Cowes, I.o.W.

PHARMACISTS' ASSOCIATIONS

Monmouthshire and Newport. — *President*, Dr. K. L. James; *Secretary*, G. L. Page, 22 Kingsland Walk, Fairwater, Cwmbran, Mon., NP4 4JB. (The foregoing are also officers of the Monmouthsire and Newport Branch of the Pharmaceutical Society).

South Shields. — *Chairman*, P. Brown; *Treasurer*, G. Thompson; R. Turner Bell, 2 St. Peter's Avenue, South Shields, co. Durham (tel: 0894 363554).

SPORT

GOLF

SOUTH LONDON AND SURREY PHARMACISTS' GOLFING SOCIETY and LONDON CHEMISTS' GOLFING SOCIETY. Thirty players attended a combined meeting at Royal Mid-Surrey Golf Club on April 23. *Results*: *Paines and Byrne prize*, 1, J. Lenny, Sundridge Park, (14), 38 points; 2, M. Lewis, Shirley Park, (9), 33 points; 3, A. Talbot, R.A.C., (15), 32 points.

MANCHESTER PHARMACEUTICAL GOLFING SOCIETY. Results of meetings held during April were as follows: Dunham Forest and Country Club on April 9, *Members' prize*, 1, Dr. Treacy; 2, J. Roylance. Worsley Golf Club on April 30, *Kerfoot trophy*, 1, E. M. McIntosh; 2, H. G. Spiers.

TOPICAL REFLECTIONS

By Xrayser

Outcome

I am in complete agreement with the views expressed in your leader dealing with the verdict of Mr. Richard Crossman (Secretary of State for Social Services) (p. 391). The Minister has not exhibited the logic one might have expected from one of his wide experience. (That his experience at the Ministry is still in its infancy is beside the point.) The situation as to the facts is clear. His letter makes the point that agreement had been reached by his predecessor with both sets of negotiators. That one of the parties to that agreement, namely the doctors, was not "as a whole" prepared to ratify the agreement he regarded as a regrettable development, to use his own words. Mr. Crossman therefore finds that he has only two alternatives — either to impose a change without the agreement of one of the professions, or to maintain the *status quo*. Those, I submit, were not the alternatives with which he was faced. He had the choice of antagonising either the doctors or the pharmacists. He has chosen, quite deliberately, to offend the pharmacists against all the strong evidence of injustice displayed in his letter on p. 382. The strength of the medical profession in its dealings with the Government must make the trade union movement green with envy. What pressure has been put upon Mr. Crossman to cause him to make so illogical a pronouncement we shall probably never know, though we may guess. Mr. J. P. Kerr has referred to the militancy of a minority, coupled with threats. One might have expected that such intransigence would have been met with firmness. The Minister knows that he is wrong; he admits it freely in his letter; yet all he does is express the hope that changes in the views currently held by the medical profession may in due course make the changes possible. That is not the way to correct injustice. It is the way to perpetuate it. Mr. Crossman must not expect to find passive acceptance of his decision. Expediency is, at the best, a temporary solution that settles nothing. He may have bought time — he has not bought peace.

Alternative proposals

Mr. Crossman closes his letter with the assurance that he would be prepared to reopen negotiations on any alternative proposals on which there was a prospect of reaching agreement with both professions. That does not square with the hopes expressed regarding changes in medical opinion. The assurance indicates that, so far as he is concerned, the original proposals are, in fact, now a closed book. He has bowed the knee to the medical ultimatum, and the doctors, who have fought relentlessly for what Mr. Crossman is pleased to call the *status quo*, are unlikely to forgo any of the fruits of victory. Even the Minister himself can hardly look to them for alternative proposals. Nowhere does he say that he himself will submit alternative proposals. It would seem, then, that the last paragraph in his letter hints at the possibility of pharmacy seeking a formula that might be acceptable to the medical profession as a prerequisite to the reopening of negotiations. That he should make such an offer in such terms underlines the shallowness or his thinking. One might have excused a beginner in politics such naivety — but Mr. Crossman is no beginner.

Appeal

In the circumstances, and at this stage, no harm can come of the decision to lay the facts before the Prime Minister. The National Health Service is a matter of great moment to the political party which introduced it, and anything which detracts in any way from its efficiency is surely the concern of the Government. The joint letter from the Pharmaceutical Society and the Central N.H.S. (Chemist Contractors) Committee makes it quite clear that the present arrangements do an injustice to the public as well as to the pharmacist. But that must be only the first step in the campaign, and no time must be lost in its preparation. You do well to warn that the decision of the Minister must be attacked by every constitutional means. And the mood of our present leaders, as well as the rank and file, suggests that the Minister may have closed one door only to open the floodgates.

SCOTTISH FEDERATION

Fifty years' work celebrated by a luncheon

A LUNCHEON marking to the day the fiftieth anniversary of the formation of the Scottish Pharmaceutical Federation, was held at the Trades House of Glasgow on April 30.

MR. J. REED (chairman, National Pharmaceutical Union) proposed the toast to the Federation and recounted its origins in Edinburgh a year before the "Jenkin" decision. It had been a further year before the formation of the N.P.U. proving once again that "What Scotland thinks today, England will think tomorrow." Mr. Reed expressed slight disappointment that the level of membership was below the N.P.U.'s 95 per cent. but said that members could take pride in an organisation that had served them well.

Essential to Well-Being

The Federation's chairman (MR. J. CRAWFORD LAMB), replying, remembered with gratitude those who had "set the ball rolling." The then secretary of the Pharmaceutical Society (Sir William Glyn-Jones) had tried to dissuade members from forming a splinter group, on the grounds that professional and trading functions were inextricably mixed up. However, the founder president (Mr. J. Jack) had reminded members that the Federation was essential to the well-being of the trading side of pharmacy, especially to make and enforce agreements between members. Mr. Lamb was gratified to see that younger members were now taking an interest in the profession and hoped they would learn by others' mistakes.

Proposing a toast to the Pharmaceutical Society and its Scottish Department, MR. W. C. D. BAIN mentioned the many favourable provisions of the Medicines Act. The Scottish Department had made a valuable contribution in that its opinions had often ensured better legislation for the country as a whole. In reply, MR. W. A. BEANLAND (a member of Council) expressed pleasure that the S.P.F. had joined with the N.P.U. The Council did what it considered best in the interests of pharmacy yet in January the secretary of the N.P.U. had said that certain members of Council were trying to point the finger of scorn at general practice pharmacy. Personally, he preferred the assessment of Henry Matthew (director of the Edinburgh poison centre) when he said that the Society's Council were "neither impotent nor incompetent." There were failures—claims for rural pharmacy had been turned down by "a weak Minister who was frightened of the consequences of rational thought." Dr. Matthew had been referring to the Council statement on amphetamine powder. The decision was taken to contain the activities of the rogue doctors, but there was still the problem of doctors, prescribing six months' treatment at one time, for no other reason than to reduce their work load. "They are not interested in the public well-being. Your Council will remain to be neither impotent nor incompetent."

MR. A. ROXBURGH (chairman of the Scottish Department) also replied. MR. J. W. GOODCHILD (vice-chairman, S.P.F.) proposed the toast to the guests to which MR. W. C. MAGEE (president, Ulster Chemists' Association) replied.

SCOTS TO DISCUSS PRACTICAL TRAINING

Subject for annual meeting in June

"THE Purpose of Practical Training" is to be the topic for discussion at the annual and branch representatives' meeting of the Pharmaceutical Society's Scottish Department. The meeting is in Edinburgh on June 11, starting at 2.30 p.m. When deciding that at its April meeting, the Scottish Executive learned that Miss E. A. Meikle (chief pharmacist, Vale of Leven Hospital) and Mr. G. Shepherd, Aberdeen, had agreed to speak from the hospital and general practice viewpoint and that two students, Misses Paxton and Wijdenes, who had almost completed their postgraduate year, were to collaborate in the preparation of a paper. Dr. Macmorran (resident secretary) would give an unofficial report on possible changes in regulations now under discussion. It was agreed to invite a representative of the British Pharmaceutical Students' Association to take part in the discussion. Attention was drawn to the fact that, in the Health and Welfare Services (Provision of Instruction) (Scotland) Regulations 1968, no provision was made for pharmacists. It was agreed that strong representation be made to the Scottish Home and Health Department to have the regulations amended to include pharmacists. The Executive accepted the conclusion of branch secretaries that "regional" organisation of the branches in Scotland was unnecessary. However, it was agreed that the possibility of holding a regional conference should be explored. Comments on the Green Paper prepared for submission to the Scottish Home and Health Department were approved. The Executive welcomed the proposed opportunity to give oral evidence.

It was reported that a conference of secretaries of Local Pharmaceutical Committees and pharmaceutical members of Executive Councils, called by the Joint Committee on Health Centres to discuss the development of health centres and the implications for existing pharmacies, had been of value in making members less complacent in their belief that centres were unlikely to affect the existing pharmaceutical service in any area. The resident secretary reported that he had been invited to meet a member of the publicity section of the Scottish Health Education Unit to discuss organisation of a national campaign for the return of unused medicines. He had asked the vice-chairman to accompany him because of his experience of such a scheme in Glasgow.

Mr. F. Melrose announced that he would be retiring from the Executive and would not allow his name to go forward for the election. Other members due to retire are Messrs. J. Chilton, J. MacLean, M. S. Maconochie, A. Roxburgh and G. Shepherd. The meeting of scrutineers is scheduled for June 10.

Statutory Committee

THREE ADJOURNED CASES ENDED

THE Statutory Committee of the Pharmaceutical Society decided to take no further action in three adjourned cases that came up for consideration on April 23.

A case resumed from November 8, 1967, concerned a pharmacist who was a director and the principal of a company owning a drug store above which the pharmacist had living accommodation. The company had been convicted of offences under the Pharmacy and Poisons Act and the Committee, having decided that there had been misconduct which could render the pharmacist unfit to have his name retained on the Register, had decided to adjourn the inquiry so that he could either convert the drug store to a pharmacy or else dispose of it and move to another dwelling. The Committee had been informed that the drug store had been disposed of and the pharmacist had moved to a new home. The Committee decided there were no further proceedings to be taken.

In another case Mr. P. St. John Howe (solicitor) said that the report from the Society's inspector indicated there had been "no irregularities" during the period since the case was adjourned on April 4, 1968. The Committee decided to take no further action.

During another case the pharmacist said that he had closed for a holiday in 1968 and would probably do so again this year. Mr. St. John Howe had reminded the Committee that when the pharmacist had appeared before them in April 1968, he had been told that the pharmacy must be closed when there was no pharmacist to supervise sales. The report by the Society's inspector indicated he felt that the pharmacy was being controlled properly. Later the chairman said: "In the circumstances I think we can say that this matter is ended. . . ."

A new case considered by the Committee had arisen from a pharmacist being convicted of stealing cash from his employer and of falsifying an entry in the daily cash book. For the offences he was sentenced to six months' imprisonment, suspended for two years on condition that he made full restitution and fined £50 "with an order for restitution for stealing as a servant." Sir Benjamin Ormerod said that since it was a condition of the suspension that restitution should be made, it appeared impossible for the Committee to do anything other than to adjourn the matter pending the period of suspension. The proper course was to receive evidence of the conviction and then to adjourn the case until the expiry of the term of two years suspension.

ULSTER CHEMISTS' NINTH CONFERENCE

How to Meet Three Challenges

HOW should proprietor pharmacists react to the triple challenges of health centres and doctor' group practices; of rising operating costs; and of the changing pattern of retailing?

Those were the questions to which three speakers from London put forward the National Pharmaceutical Union's answers at the ninth annual conference of the Ulster Chemists' Association. The conference, held at Inniskillen, co. Fermanagh, May 2-4, was under the chairmanship of the Association's president, Mr. Liam Magee. For Mr. Magee, whose own business is in county Fermanagh at Six Mile Cross, there was considerable personal satisfaction in the evident success of the conference. It brought to full fruition his earlier contributions to Northern Ireland pharmacy in reactivating the Fermanagh and West Tyrone Chemists' Association and in reaching highest office in the U.C.A.

Change in Policy

At the first business session MR. J. WRIGHT (N.P.U. Secretary), taking as his title "A Plan for a Pharmaceutical Service", explained an important change of Union policy. Till recently the opinion of the Executive Committee had been that any proposal to limit the opening of pharmacies would stifle competition and cause the public to suffer and would put a premium value on pharmacies that might benefit the multiples at the expense of the independents. Government plans to develop health centres and doctors' establishment of group practices had, especially in Lancashire, caused financial hardship to many N.P.U. members.

There had been a clamour for ways of preventing "leap-frogging", and the Pharmaceutical Society of Great Britain had set up a committee to examine the question of limitation. Discussion on that subject had developed into the wider concept of planned distribution, and a first report dealing almost entirely on rural dispensing, had been submitted to other pharmaceutical bodies for comment. The report suggested "part-time" pharmacies (in which the section concerned with dispensing and restricted sales could be closed within a grille when the pharmacist was not present); collection point for prescriptions; and mobile pharmacies able to tour remote areas.

The view of the N.P.U. Executive was that it was in the public interest to limit the issue of new N.H.S. contracts. The Pharmaceutical Society's plan assumed a public desire for a planned pharmaceutical service and a doctors' willingness to co-operate. "I feel that those who drew up the Pharmaceutical Society's plan have been lulled into a false sense of security by the much quoted statement of Mr. Kenneth Robinson when Minister of Health:

". . . patients' interests generally would be better served if their dispensing was done by a competent and well stocked pharmacist rather than by an overworked doctor."

Since then there had been a change of Minister. A deputation from the Pharmaceutical Society of Great Britain and Central N.H.S. (Chemist Contractors') Committee had met Mr. Crossman, and his remarks "should stop us in our tracks". The British Medical Association's attitude had proved to be "What we have we hold". The Minister had given no answer to the question "Do you see anything wrong in a country patient's passing a pharmacy in order to collect his medicine from a doctor's surgery?" His attitude had been that he could not consider the situation on its merits. There had been no public outcry against doctors' dispensing and, said Mr. Wright, "the doctors are a strong lobby".

In his own view chemists should now plan a 5-10 year public-relations campaign to educate the public, the doctors and politicians. It must first dispel pharmacists' sense of inferiority, to doctors. That was prevalent in Britain, though he had the impression that "you in Northern Ireland don't feel inferior to anyone." The public should be made aware of the responsibility the pharmacist carried and how rare were the mistakes he made. The Press officers of the Society and its branches were not enough. What was needed was a prolonged campaign. An earlier campaign which some claimed failed had, in his own view, helped to change a cut in remuneration to an increase and back-dating amounting to £8½ million. The cost of the campaign should be the responsibility of the Pharmaceutical Society. A levy of £5 per proprietor and £2 for each other member would provide the wherewithal.

The N.P.U.'s plan for a pharmaceutical service envisaged pharmacies of traditional type. Pharmacy departments at health centres or next-door or near to doctors' group practices would cause pharmacies as they were known today to disappear, and the public would suffer. Independent proprietor pharmacists must fight competition "from without and within."

Economic Aspects

The "Financial and Economic Aspects of Running a Pharmacy" were dealt with by MR. JOHN REED (chairman of the N.P.U.). Fundamental aim of financial control of a business, he argued, was to make maximum use of the capital available. Short of affecting the efficiency of the service available, losses must be cut by pruning expenses leaving the highest level of residual profit (after providing a fair return for the working proprietor and a return on the capital employed). Since money could earn 8½ or 9 per cent. gross interest rate on investment in local authority loans, gilt-edged securities or building societies, one might just as well take a job as manager and invest one's capital in the ways suggested unless that level were surpassed.

The interest level aimed at should in fact be much above 9 per cent. A proper level would be the figure quoted in Government reports as acceptable on risk capital: 14-15 per cent. (though in N.H.S. work the Government seemed to think 11 per cent was fair, holding that it was not risk capital).

Rent Assessment

The property should show a proper economic level of rent (regarded as being paid to the proprietor). The premises, if rented, should be within the capacity of the business, otherwise an increase could make non-viable an otherwise viable business. Rent should be not higher than 3 per cent of turnover, and it might often pay to mortgage the property at 8½ per cent. gross if the capital so raised could be used to bring a higher return.

Modernisation was essential, and operating costs must be cut. In buying a business the aim should be to pay for goodwill not more than twice the yearly net profit, and preferably only 1½ times that figure.

The concept of working capital was essential for an efficient business. The chemist must bear in mind the credit he was compelled to give (for example under N.H.S.), setting it against credit from suppliers. He must take note of current penal rates of interest on overdrafts and of the current credit squeeze. He must aim at having enough working capital to meet his accounts and running expenses when they fell due — without waiting for his N.H.S. cheque. Conversely, to have too much working capital was a waste of capital. No method of borrowing was any use if it demanded more to be paid out than it would bring in. Level of working capital available could depend much on stock, over which the proprietor should have greatest control. Stock costs were made up of loss of interest on capital tied up; allocation of overheads (rent, rates, lighting, heating) to shelf space occupied; loss by deterioration; and loss by deal stock. The aim should be at least three or four but preferably five or six stockturns a year. £200 at cost represented nearly £300 at retail so, with a £10,000 turnover, the stockturn figure was not five but only about three. Annual accounts and balance sheets, if examined, would reveal profitability, stockturn, working capital, net return on capital and relations between capital and turnover and staff and turnover. To keep stock as low as possible without losing sales or affecting service, some form of stock control was essential. The N.P.U. provided suitable

stock cards and supplied notes on stock control systems. For products for which the stock holding was only one to six units, a good plan was to make each member of the staff responsible for one section and require him or her to check daily, twice a week, or weekly. The system should be rigorously maintained, and a wants list was a "must". For the remainder of the stock, detailed records should be made of dates on which the stock was checked, quantity in stock, quantity ordered and date of ordering. Those records, when looked at periodically, would show certain lines, even agency lines, to be not worth stocking. "Be ruthless. Cut them out." Offers of extra 5, 10 or 12½ per cent discounts should not be allowed to mislead. He gave examples of losses from buying on bonus terms when the stock-turn rate did not warrant it.

Historic Occasion

"Tomorrow, May 5, is a historic occasion", began MR. H. C. WATKINS (chief marketing executive, N.P.U.M., Ltd.) in an address entitled "N.P.U. Marketing, Ltd." "Then N.P.U.M. becomes fully operational".

Mr. Watkins surveyed to the steps by which that stage had been reached (see *C. & D.*, April 26, p. 371). "Now, for the first time, chemists can start showing 'Strength in Independence'." To housewives, the most respected retailer was the chemist. To survive, every pharmacist must have a strong counter trade. He could not exist on N.H.S. payments. He must display and recommend N.P.U. products. He must train his staff to recommend them.

Climax of Mr. Watkins' remarks came when he "unveiled" the N.P.U. series of products, including those officially to be launched next day.

There were questions on all three papers. MR. W. H. BOYD, Belfast, said all were agreed that the traditional pharmacy should be the basis of the pharmaceutical service, but there was disquiet over whether the new degree-holders would be satisfied with the mixed style of the traditional business. The young pharmacist, too, needed considerable capital to open a business, and might consider he had better prospects in a health centre, where he would be one of a team with doctors, dentists, etc. MR. WRIGHT replied that that only demonstrated the need for the campaign he had suggested. He did not himself think the present training was best suited to the needs of retail, and the N.P.U. had set up a training and recruitment subcommittee to study those questions. The right syllabus would better fit graduates to come into retail pharmacy, which could offer the necessary financial inducements. The present educational policy was "attractive but dangerous."

In Belfast there are too many pharmacies, said MR. W. BROWN, Belfast. The proposal for plural-pharmacist pharmacies near health centres presupposed large pharmacies that would make "traditional" pharmacies no longer viable. MR. WRIGHT replied that many small pharmacies would "disappear regardless," but the public would be better off with, say, two-thirds of present pharmacies still within easy reach of customers rather than one large one at a health centre.

When the extent of the rural dispensing problem in Northern Ireland was called in question, MR. A. W. KERNAHAN (pharmaceutical officer, Northern Ireland General Health (Services Board) said that today 60,000 patients out of 1½ million were on doctors' lists, against 150,000 out of 1·2 million in 1948.

How important was the pension in influencing doctors "grimly holding on" to rural dispensing? asked U.C.A. secretary (MR. C. S. RITCHIE). The problem might be solved by an alternative recompense. MR. WRIGHT'S answer was that for many doctors it might, but the Government showed no desire to act on those lines. MR. BOYD, who asked how far "limitation" had advanced in Britain, and with its establishment there would help Northern Ireland in its problems, was told that only the first step had been taken on that road. The line would be to discourage the authorities to discourage new contracts where a sufficient service was already available. Any proposals must (a) be in the public interest and (b) be acceptable to the profession as a whole.

MR. W. J. MOFFETT, Belfast, asked if the Press would be used in the proposed p.r. campaign. It had been found very expensive in Ulster. Yes, said MR. WRIGHT — Press, radio, television, addresses to women's organisations, schoolchildren, etc. The campaign would be expensive but worth while.

MR. J. PAUL, Newry, suggested that, with fewer entrants into pharmacy, remaining pharmacies would become more professional. Would not the proposition of "commercial" activities then fall? In Britain, replied MR. WRIGHT, there had been no serious falling-off in recruitment. Given more two-pharmacist shops it would be no problem. He believed the traditional pharmacy would remain viable, "but if we let things drift, or if we delude ourselves with talk of professionalism, the public will suffer."

MRS. C. WATSON, Belfast, urged that in each "partnership" type pharmacy there should, as in many modern medical groupings, be at least one woman pharmacist. She asked Mr. Reed, after his paper, if he would touch on the problems arising from urban redevelopment, and how a pharmacist affected by it could cope with the situation. MR. REED said there were two aspects. A pharmacist directly affected by a local authority scheme could claim compensation and secure a resiting. In fringe areas there was no legal remedy, and business judgment had to be exercised in good time by the proprietor of the business. It might be best to cut one's losses, or amalgamate with others to create a viable business.

In the view of MR. W. H. IRWIN, Belfast, the prices of N.P.U. products should have advanced in pace with the fall in value of the £. MR. WATKINS said that the approach was from retail prices of competitive products. In some cases margins had to be set to gain consumer acceptance.

NEW IDEAS IN THE HEALTH SERVICE

"Tell the Public" says Executive Councils' spokesman

THE public should be kept informed by the Departments of Health of new ideas and concepts of the National Health Services using mass media. The people were generally ill informed of reasons for decisions taken, said MRS. R. W. KELLY (president of the Executive Councils Association (England)) when opening the Executive Councils services session during the Royal Society of Health Congress at Eastbourne on April 30.

First paper in the session, prepared by Mr. A. S. Marre (Second Permanent Under-Secretary of State, Department of Health) was concerned with "Changes in Public Attitudes and in the Rôle of the Health Service" was presented as a résumé by MR. A. R. W. BAVIN, the author being unavoidably absent.

Much Accomplished

Mr. Marre's paper declared that the inception of the National Health Service in 1946 had accomplished so much in a single step that even now it was not easy to decide which aspects would prove most significant in the long term. As the private consumption of goods and services continued to rise, visible contrasts between the apparent level of the National Health Service provision and the expectation of the average family would be difficult to justify. In planning the health and social services the authorities were trying to obtain value for money. To secure best value in the patients' interests and in the deployment of the services provided was a major job for administration and professional staff working together.

Second paper of the session, "Redesign of Health Services to Meet the Expanding Demands of Technology and Care" was presented by PROFESSOR THOMAS MCKEOWN, Birmingham University, who declared that the public appetite for medical services appared insatiable. In an appraisal of the future of medical practice. Professor McKeown felt that the general practitioner might have to specialise and accept substantial responsibilities for his patients inside as well as outside hospitals. If the demands of technology were to be met, it might also be necessary for the hospital consultant to be more consistent than oday, a specialist of another kind, seeing only referred patients.

Professor McKeown said it was a misconception to think that health depended mainly on treating the sick, or that any reduction in the volume of curative services would have disastrous consequences. The most important influences were an adequate diet and avoidance of such environmental hazards as contaminated food, infected water, polluted air and tobacco.

IN PARLIAMENT

By a Member of the Press Gallery, House of Commons

AN amendment to secure retention of the sixpenny piece beyond the transitional period of change to decimal currency was carried in the House of Lords on May 1 during the committee stage of the Decimal Currency Bill. Lord Sinclair who moved the amendment, said the Confederation of British Industry, the Consumer Council, the Multiple Shops Federation and the Co-operative Movement had indicated that the sixpenny piece should be retained and given an extended life. About 2,000 million sixpences were in circulation, and extending the legal life of the coin would give more time for converting slot machines and reduce costs. The Retail Distributors' Association in the main opposed its retention, believing it would cause difficulties in giving change. Lord Sainsbury, opposing the amendment, said there was no unanimity in the retail trade on the question. He was aware of some arguments in its favour: it would be convenient for vending-machine manufacturers, but in the last distribution census figures available, those for 1966, sales through vending machines had accounted for slightly more than 0·1 per cent. of total retail sales. The amendment was nevertheless carried by seventy-four votes to sixty-six. When the Bill was first presented to the House of Commons it provided for the sixpence to be discarded. The coin was reinstated during the committee stage of the Bill. It was again removed during the House of Commons report stage.

Prescribing by Rubber Stamp

Mr. L. Pavitt asked the Secretary for Social Services if he would take steps to ensure that the manufacturers of pharmaceuticals used in the National Health Service ceased to issue rubber stamps for the use of general practitioners, and if he would ban the use of these stamps on Form EC 10.

Mr. Crossman—"I am not at present aware that such rubber stamps are being used; but if you have any evidence of their issue or use, I should be grateful if you would let me have it so that I can make inquiries."

Dispensing Doctors

Mr. T. V. N. Fortescue asked the Secretary for Social Services on May 5 what decision he had made with regard to the amendment of the National Health Service (General Medical and Pharmaceutical) Regulations in respect of the dispensing of prescriptions by doctors in rural areas; and whether the decision had been accepted by the medical and pharmaceutical professions.

Mr. Crossman—"In the absence of agreement with both the professions concerned, I have informed them that I have with some reluctance concluded that the substance of the present regulations should continue to stand. The pharmaceutical profession has asked that this decision be rescinded. I have already indicated that I should be prepared to reopen discussions on any alternative proposals which offered some prospect of agreement being reached with both professions."

More Charges

On May 5 Mr. Crossman announced that he proposed shortly to lay before Parliament regulations increasing by about 25 per cent. the charges payable by patients in England and Wales for dentures and spectacle lenses supplied under the N.H.S. Similar increases would be made in Scotland.

These increases would help to keep total public expenditure within the limits set out in the White Paper "Public Expenditure 1968-9 to 1970-71." The present arrangements for exemptions and refunds would continue for certain categories of patients.

Comparative Costs

Mr. Pavitt also asked the Secretary of State for Social Services if he would publish comparative costs of treatment for oral diuretics and a member of other preparations when dispensed by a retail pharmacy and a London hospital.

Mr. Richard Crossman (Secretary of State) in a written answer on May 5 provided the following details of "approximate basic costs payable to National Health Service retail pharmacies for the quantities indicated, and the prices at which the same drugs have been offered to hospitals in the London area, together with the remuneration payable per prescription to cover the cost of dispensing in retail pharmacies."—

DRUG	QUANTITY	RETAIL PHARMACY: APPROXIMATE SUPPLY COST‡	RETAIL PHARMACY: CHEMISTS' REMUNERATION†	HOSPITAL: APPROXIMATE SUPPLY COST
		s. d.	s. d.	s. d.
hydrochlorothiazide	28 × 50 mg	8 10	3 4¾	6 9
bendrofluazide	28 × 5 mg	2 11	2 9¾	1 6½
chlorothiazide	28 × 500 mg	8 6	3 4¾	5 9½
frusemide (Lasix)	28 × 40 mg	15 1	4 0¾	14 4
triamterene (Dytac)	112 × 50 mg	53 1	8 0¾	53 9
chlorthiadone (Hygroton)	24 × 100 mg	13 7	3 10¾	13 8½
spironolactone (Aldactone A)	112 × 25 mg	64 0	9 1¾	56 11
phenobarbitone B.P. 30 mg	100	5	2 6¾	3
amylobarbitone B.P. 30 mg	50	9	2 6¾	3¾
chlorpromazine B.P. (Largactil) 25 mg	75	4 10	2 11¾	3 1
Fentazin 4 mg	75	6 9	3 0¾	6 11
Stemetil 5 mg	60	7 4	3 2¾	6 8
Stelazine 1 mg	70	9 6	3 5¾	6 2½
meprobamate (Mepavlon) 400 mg	75	8 11	3 4¾	1 4
Librium capsules 10 mg	60	9 7	3 5¾	7 5
Valium capsules 5 mg	60	11 7	3 8¾	10 8
aspirin B.P.	100	6	2 6¾	4½
soluble aspirin B.P.	100	1 7	2 7¾	8
codeine compound (aspirin, phenacetin and codeine B.P.)	75	1 11	2 7¾	1 4
paracetamol B.P.	75	1 8	2 7¾	1 0
Solprin	100	2 5*	2 8¾	8½
Codis	75	3 8*	2 10¾	1 6½
phenylbutazone B.P. 100 mg	100	4 11	2 11¾	1 6½
Panadeine Co.	60	7 4	3 2¾	7 7
Parazolidin	60	7 10	3 3¾	8 1
Butazolidin 100 mg	50	6 11	3 2¾	6 8
Tanderil 100 mg	50	12 11	3 9¾	13 1½
Indocid 25 mg	75	29 5	5 6¾	28 10

* foil wrapped.

Notes:

1. Where a prescription charge is payable the cost to public funds is reduced by 2s. 6d.
2. Where possible calculations are from comparable pack sizes but in some cases the hospital pack is larger than any used in retail pharmacy. Some hospital packs are not of the standard of packing and labelling used in retail pharmacy.
3. Quantities shown are the average numbers dispensed per prescription by retail pharmacies.

‡ Net ingredient cost less discount. † Professional fee plus on-cost and container allowance.

Voluntary Price Agreement

Mr. Pavitt asked if Mr. Crossman would make it a condition of approving any voluntary price agreement that each pharmaceutical manufacturer should complete an annual financial return.

Mr. Crossman: A revised voluntary price regulation scheme providing for completion of annual financial returns, is at present under negotiation with the pharmaceutical industry.

Prescription charges

Mr. Pavitt asked on May 5 how much of the increase of expenditure of £6,900,000 in England for the year 1969-70 for pharmaceutical services was due to prescription charges. Mr. Crossman—"As a result of the reintroduction of prescription charges, the increase in estimated gross expenditure in 1969-70 as compared with the estimated turn-out of the previous year is considerably less than could otherwise have been expected.

Mr. F. O. Hooley asked what was the approximate net income to the Exchequer arising from prescription charges in 1968-9 after allowing for the administrative costs of collecting them and checking claims for exemption; and what was the estimated income in 1969-70 on the basis that those costs remained the same.

Mr. Crossman—"For Great Britain, about £10½m. and £16½m. respectively. The figures you request relate to net income only. In addition, prescription charges were followed by a moderation of demand for the service and this produces a further saving in public expenditure."

Mr. E. Leadbitter asked the total

amount of charges recovered since the introduction of prescription charges; how many officers and clerical staff were employed on recoveries and the total staff requirement for checking of prescription forms and the determination of exemptions.

MR. CROSSMAN: Up to March 31, about £1,200 was recovered by Executive Councils in England and Wales. The recovery would involve a small proportion, not separately identifiable, of the estimated whole-time equivalent of about 150 staff engaged in checking exemption claims.

Medical Bill: Second Reading

Moving the second reading of the Medical Bill in the Lords on May 6, LADY SEROTA (Minister of State, Department of Health), said it enabled the General Medical Council to require an annual fee to be paid by a doctor for the retention of his name on the medical register. The Bill also provided that when the disciplinary committee erased the name of a doctor from the register they would be able to suspend him practising during the appeal period.

The Bill was read a second time.

COMPANY NEWS

Previous year's figures in parentheses

ENERGEN FOODS CO., LTD.—Mr. James Fullen, joint managing director since 1965 and a director since 1959, retired on April 30, after forty-four years with the company.

RECKITT & COLMAN HOLDINGS, LTD.—Net profit for 1968 after increased U.K. corporation tax is £9,261,000 (£7,908,000). Sales were £142·7 m. (£121·1 m.). Dividend is 16 per cent. (15½ per cent.). The company proposes to change the name to Reckitt and Colman, Ltd.

CRODA INTERNATIONAL, LTD.—Profit for 1968, before tax, is £1·49m. (£743,000). The final dividend, on capital increased by a rights issue, is the foreshadowed 12·84 per cent. making 24·84 per cent. (24 per cent.). External sales of Croda, which in 1968 took over Bowmans Chemicals, Ltd., and British Glues and Chemicals, Ltd., totalled £26·85m. (£17·07m.). Trading profit, before tax and convertible loan stock interest, was £1,662,000 (£806,000).

BUSINESS CHANGES

COLTON CO., INC. (U.K.), LTD., are now at 51 Charles Street, London, W.1 (telephone: 01-499 0601).

PHILLIPS SCOTT & TURNER CO., is to be reconstituted into two operating divisions to be known as Phillips Laboratories and the Scott & Turner Co. Phillips Laboratories will be concerned with marketing the group's existing family medicines and with the development of new preparations for domestic medical care. Mr. F. W. Whiting, B.Sc., is appointed managing director, Phillips Laboratories. He was previously deputy managing director. Bayer Products Co. Scott & Turner Co. with Mr. B. Jones, M.A., as director and general manager, will market the group's non-medicinal products.

APPOINTMENTS

Executives

BP CHEMICALS (IRELAND), LTD. — Mr. G. Y. Blomeley has retired and is succeeded as manager by Mr. W. J. Scott. Mr. R. J. Clinton has been appointed sales manager and Mr. R. O'Bric, a sales representative.

CHESEBROUGH-PONDS, LTD., have appointed the following area sales managers from within the organisation: Messrs. D. M. B. Lindsay (for Scotland and the North); B. E. Noakes (Yorkshire, Lancashire, North Midlands); I. F. Sutherland (Midlands, Wales, South-west); C. J. Wells (South-east England, East Anglia). The national sales manager, chemist division, is Mr. M. Wood and the company's general sales manager, Mr. R. Lowes. Mr. J. Blakeway has been appointed general manager, research and development division.

Board

GUEST INDUSTRIALS, LTD., have appointed Mr. A. G. Stevenson a director. Mr. Stevenson joined the company in 1949.

THAWPIT, LTD.—Following the recent acquisition of Thawpit, Ltd., by Izal, Ltd., a company in the Newton Chambers Group (see *C. & D.*, March 8, p. 207); the following have been appointed to the Thawpit board:—Messrs. Richard Brown (managing director, Izal, Ltd.), J. F. Body (a director, Izal, Ltd.) and R. J. V. Wheeler (director-secretary, Newton Chambers).

ELI LILLY & CO., Indianapolis, U.S.A.—Mr. Eli Lilly has been elected honorary chairman of the board, Mr. Eugene N. Beesley, chairman and Mr. B. E. Beck, president. For sixty years Mr. Eli Lilly has played an active rôle in the company which his grandfather founded in 1876 with an investment of $1,300. Mr. Beesley (Mr. Lilly's successor as chairman) was previously president of company and joined the company in 1929 as a salesman. When he became the fifth president in 1953 he was the first from outside the Lilly family to hold that office.

BAYER PRODUCTS CO. have appointed Dr. David W. Wylie their



managing director. Dr. Wylie studied at Glasgow University where he gained degrees in pharmacy and in medicine and also a Ph.D. in investigative studies in pharmacology and bacteriology. He joined the Sterling-Winthrop Research Institute in New York to undertake research in neuro-pharmacology later becoming assistant director of new product development. Dr. Wylie returned to the U.K. in 1963 as director of research and development of the Winthrop Products Co. and the Bayer Products Co. He was appointed to the board of Sterling-Winthrop Group, Ltd. in 1966.

PERSONALITIES

MR. O. DUFFELEN, M.P.S., has after two years' service on the Sheffield Regional Hospital Board, been elected chairman of its establishment committee.

MR. F. HEAP, M.P.S., 8 Church Street, Haslingden, Lancs, has been ill since Easter and has decided to retire. In his younger days, Mr. Heap was a professional boxer and is still a boxing referee with a current board of control licence.

DEATHS

BEACH.—In hospital on April 17, following a heart attack, Mr. Albert Charles Beach, 10, Heol Nest, Whitchurch, Cardiff. For a total of over twenty years he represented firstly, Thompson & Capper, Ltd., and subsequently, until his death, Eucryl, Ltd., in Wales, Herefordshire, Worcestershire and Warwickshire.

KENYON. — On April 19, Mr. Harold Kenyon, M.P.S., 132 Mythop Road, Lytham St. Annes, Lancashire. Mr. Kenyon qualified in 1927.

MELLOR.—On April 21, Mr. Douglas Mellor, M.P.S., 148 Blackfriars Road, Salford, 3, Lancashire. Mr. Mellor qualified in 1920.

O'DONNELL. — On April 27, Mr. Michael Joseph O'Donnell, M.P.S.I., James's Street, Westport, co. Mayo, Eire, aged forty-seven. Mr. O'Donnell, who qualified in 1948, served his apprenticeship with Mr. Charles Doherty, Westport. After qualifying he worked in Dublin for a time before opening his own pharmacy in Bridge Street, Westport. Active in local affairs, Mr. O'Donnell was a prominent member of the local sea angling club; of Westport Development Association and of the local golf club.

PARKER.—On March 14, Mr. John Orpe Parker, F.P.S., 127 Yorktown Road, Sandhurst, Camberley, Surrey, aged eighty-nine. Mr. Parker qualified in 1905. After working for a few years in the London area he served in East Africa as pharmacist at the principal military hospital in Nairobi. After the 1914-18 war Mr. Parker lived in Scunthorpe, transferring to Windsor, Berks, in 1932.

PAYNE.—On January 18, Mr. George Herbert Spencer Payne, F.P.S., Stone Crop, Hoath Road, Sturry, near Canterbury, Kent. Mr. Payne qualified in 1907.

SCOTT.—On April 1, Mr. Andrew Maitland Scott, M.P.S., The Pharmacy, High Street, Hartley Wintney, Hants. Mr. Scott qualified in 1929.

SKINNER.—On April 21, Mr. Albert Skinner, 34 Midway Road, Leicester, aged seventy-five, a director and secretary of John Richardson (Surgical) Ltd., Evington Valley Road, Leicester.

STARKEY.—On March 16, Mr. Frank Reginald Starkey, M.P.S., 21a Enfield Road, Babbacombe, Devon. Mr. Starkey qualified in 1919.

YOUNG.—On April 5, Mr. Robert Swan Young, M.P.S., 28 Rodney Street, Edinburgh, 7. Mr. Young qualified in 1921.

NEW PRODUCTS AND PACKS

OVER-THE-COUNTER MEDICINALS

Laxative Pills.—A new Ex-Lax pill (3s.) from Ex-Lax, Ltd., Slough, Bucks, manufacturers of the chocolate Ex-Lax, has been formulated for those who prefer their laxatives in a form other than chocolate. The pill is unflavoured and may be taken "as easily as a sip of water." Each contains 97·5 mg of yellow phenolphthalein as its medically approved laxative ingredient. Display outer contains twelve packs of eighteen pills.

COSMETICS AND TOILETRIES

Lipsticks and Essence. — Three "shinier-than shiny" super lipsticks have been added by Yardley of London, Ltd., 33 Old Bond Street, to their Suki pearl range. They are:— Shellbeige lustre; Sunpeach lustre; Seapink lustre (7s. 5d. each). In their Sea Jade series the company have introduced the "true perfume essence," in deep turquoise pack, with matching medium-sized Cologne. Sea Jade is a "perfume designed to be used every day and all day."

Smooth and Creamy.—Gala Cosmetic Group, Ltd., Surbiton, Surrey have added to the Outdoor Girl range Silk Finish, a new cream powder (4s. 6d.) offered in six shades: Light beige; deep beige; light natural, deep natural, light tan, and deep tan. Pack is a green and gold case.

"Jet Pack" Mascaras.—The Mary Quant liquid and tearproof mascaras, first issued in "chunky" glass bottle with speedy spiral brush, are now in black unbreakable, uncrackable, shatterproof polythene bottle of "sleekly square" shape, the "jet" pack. A new Moody Blue shade is available. The "jet" packs, tearproof regular (15s. 6d., refill 10s. 6d.) and liquid regular (14s. 6d., refill 9s. 6d.) are distributed by Myram Picker, Ltd., Hook Rise, Surbiton, Surrey.

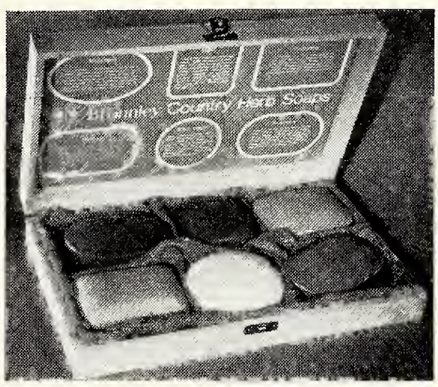
For Weekends and Holidays.—"To keep you fresh and fragrant when travelling," Roberts Windsor, Ltd., Colwick Industrial Estate, Nottingham, have packed in a neat little pochette three French Almond preparations sold as the French Almond travel trio (18s. 3d.) containing splash Cologne, velvet smooth body lotion and puffer talc. They are presented in pretty mini-bottles with golden stoppers. The pochette is small enough to be fitted into a handbag and has a black-and-white design of almond sprigs with a stain-proof, waterproof patent finish.





FOUR COLOGNES: Faberge spray Colognes in gold-topped 2-oz handbag-sized bottles and in Woodhue, Aphrodisia, Flambeau and Tigress fragrances. 21s. each. Rayette Fabergé, Ltd., 457 Edinburgh Avenue, Slough, Bucks.

"In Deep Earthy Shades" — H. Bronnley & Co., Ltd., 10 Conduit Street, London, W.1, have designed a new range of soaps. Bronnley Country



Herb soaps (30s.) in a unique rustic wooden container with six soaps, "coloured in the deep earthy shades of the countryside," each tablet yielding the fragrance of a different herb including marjoram, melissa, basil, witch hazel, chamomile and rosemary.

"Gold-Shot" Lipsticks. — Following the great success of their Cutex Opaline Glisteners lipstick and nail-polish range launch, Chesebrough-Ponds, Ltd., London, N.W.10, are introducing Opaline Gold Glistens, six "sun-gold-shot" lipsticks with matching golden nail polishes. The nail polish is claimed uniquely different from the old-type "gold dust" polishes in being non-settling and non-streaky, the delicate pearl-gold effect mingling with the colour.

In Handbag-size Bottle.—Fête perfume by Molyneux is being made available in a new handbag-size bottle (£5) in the same design as that for Fête toilet water holding 15 cc. Distributors are H. Bronnley & Co., Ltd., 10 Conduit Street, London, W.1. Fête was created in Paris by Molyneux in the classical tradition of great French perfumes. Floral and woody, with green and fruity overtones, it may be worn in the daytime for the simplest occasion or in the evening "for the grandest ball of the season." Fête was awarded the *Coupe d'Or du Bon Goût Français,* a prize bestowed by a panel who select each year an article created in Paris that symbolises French good taste.

BEVERAGES

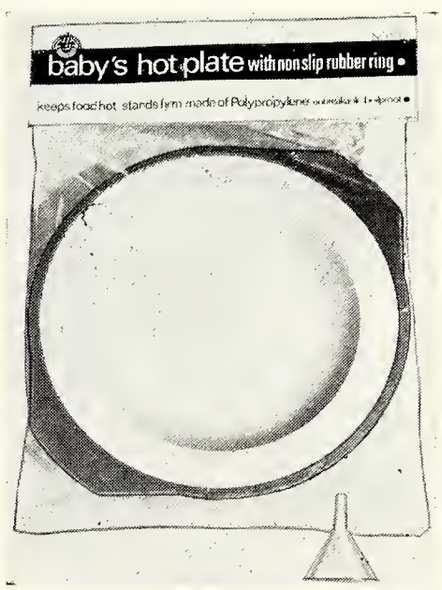
Beer and Stout Kits.—The Geordie home brew kits (beer for 2 gal 7s. 6d.; for 5 gal 12s. 6d.); stout for 2 gal 9s. 6d.) are complete (except for sugar and water). The makers, Viking Brews, Ltd., 28 Clive Street, North Shields, Northumberland, claim that the kits are "not just booming they are way off the charts." Cost of the products, the preparation of which has been demonstrated on B.B.C. and Tyne-Tees Television, is under 6d. per pint for beer from the smaller pack, under 5d. from the larger; and under 8½d. for the stout.

BABY FOODS

New Varieties.—H. J. Heinz Co., Ltd., Hayes Park, Hayes, Middx. are adding two new baby food varieties to their strained and junior ranges. They are:—Strained egg & bacon breakfast and junior egg custard with tapioca. Packs are 4½ oz. cans (8½d.)

BABY PRODUCTS

Baby Kit Bag.—A fully lined, washable baby kit bag is being manufactured by Dellex, Ltd., 71 Gloucester Road, Croydon CR9 2XN. With four large inside pockets and a large zip "potty" compartment, it is made in a gay design. (26s. 6d.) The Dellex baby bag is available through wholesalers.



A HOT-PLATE FOR INFANT FEEDS: Mendie Bros., Ltd., Station Terrace, Pontygwaith, Rhondda, Glam, offer this baby's hot plate in polypropylene complete with funnel. Both are packed in a plastic bag for easy display.

TRADE NOTES

Added to Range. — Potter & Clarke, Ltd., 9 Wellesley Road, Croydon, CR9 3LP, Surrey have added to their list a new size of Thompson's slippery-elm food. Both malted and un-malted varieties are now offered in 6-oz. packs.

For Added Safety. — Oppenheimer, Son & Co., Ltd., 43 Clapham Road, S.W.9, are now packing all their tablets in Securitainers. The first item is Oppacyn brand of tetracycline tablets. Each contain tetracycline hydrochloride B.P. 250 mg. Packs are 100 and 500.

Where to Send the Orders.—Proprietors of Jackson's drawing ointment and Jackson's febrifuge are now J. Waterhouse & Co., Ltd., who ask that all orders should be sent to 6 Church Street, Ashton-under-Lyne, Lancs. For the best terms orders for those products may be included with orders for Nurse Sykes' powders and tablets, Nurse Sykes' balsam and Rhuaka herbal syrup and tablets.

An "Economy" Size. — A new economy size of *2nd Debut* (37s. 6d.) is being introduced by the D.D.D. Co., Ltd., 94 Rickmansworth Road, Watford, Herts. The new size contains 120 cc (4 oz) and is to be widely advertised to the public. *2nd Debut* with CEF 600 and double strength CEF 1200 continue to be available in 1 oz and 2 oz bottles. The 4 oz size is available with CEF 1200 only.

Sales Forces Merged. — Chesebrough-Ponds, Ltd., Victoria Road, London, N.W.10, have merged their former cosmetics and toiletries divisions to form a national chemists' sales division. The advantages to the chemist they mention are: 2,000 more retail pharmacy outlets will be visited; time saved by being able to order the company's complete range of products at one time which in turn will be able to be combined for discounts.

Veterinary Business Acquired. — Berk Pharmaceuticals, Ltd., Catteshall Lane, Godalming, Surrey, have acquired the veterinary business of Agricola Chemicals, Ltd., whose products are now merged with the Agrico product range. The veterinary staff of Agricola are joining Berk Pharmaceuticals veterinary staff. Future orders should be directed to Godalming and all outstanding accounts made payable to Berk Pharmaceuticals, Ltd. It is their intention to extend the product range and service.

For "Continental Stomach."—Customers who ask for "something to clear up tummy trouble" may be recommended Entroquin, which provides prophylaxis against, and treatment for, diarrhoea and stomach upsets, including nausea and vomiting. The preparation contains iodine and chlorine in organic combination to combat the infection, codeine and hyoscine to sedate the bowel movements, and pectin to absorb the toxins. Makers are Arthur H. Cox & Co., Ltd., 93 Lewes Road, Brighton BN2 3OJ. On order for 3 doz or more chemists may have own name, address and brand mark on pack.

Five-day Week.—In order to maintain present standards of service, members of the Scottish Wholesale Druggists' Association have found it necessary to commence working, from May 19, a Monday-to-Friday week for the office and warehouse staffs closing on Saturdays. Orders accepted on Friday for Saturday delivery will continue to be sent out as at present. The wholesalers concerned are the Apothecaries (Glasgow, S.5), W. & R. Hatrick (Glasgow, E.1), John Miller (Dundee), Paterson & Sons (Aberdeen), Pinkerton & Smith (Edinburgh), T. & H. Smith (Glasgow, N.2) and Dunfermline branches of Vestric, Ltd.; William Davidson, Ltd., Aberdeen; Macarthy's, Ltd., Glasgow, N.W.; Raimes Clark & Co., Ltd., Edinburgh; Ridley (Wholesale Chemists), Ltd., Carlisle; and James Taylor (Trongate), Ltd., Clydebank and Dundee.

Bonus Offers

GLAXO LABORATORIES, LTD., Greenford, Middlesex. Golden Ostermilk. Extra 10 per cent. on discount parcel.

W. WOODWARD, LTD., 43 Clapham Road, London, S.W.9. Woodward's baby cream. 220 g. Twelve invoiced as eleven.

LILIA WHITE (SALES), LTD., Charford Mills, Birmingham, 8. Fifteen extra Golden Babe nappy liners free with every packet of 50. from May 5.

MAX FACTOR, HOLLYWOOD AND LONDON (SALES), LTD., 16 Old Bond Street, London, W.1. Tried & True. Extra 10 per cent. in return for display during May and June.

WELLA (GT. BRITAIN), LTD., Wella Road, Basingstoke, Hants. Wella conditioners. Fifteen invoiced as twelve. On minimum of 4 doz. for eight weeks from April 15.

J. WATERHOUSE & CO., LTD., Church House, Old Square, Ashton-under-Lyne, Lancs. All Jackson's & Waterhouse products. Thirteen invoiced as twelve on order for 1 gross; fourteen as twelve on 2 gross assorted. Till May 31.

MAWS PHARMACY SUPPLIES, LTD., Barnet, Herts. Nappiclene 5 per cent. discount on orders for two dozen, 10 per cent. on orders for six dozen packs. Fabric nappy liners 5 per cent. on orders for three dozen packs and 10 per cent. on orders for six dozen packs. Till July 4.

Discontinued

NICHOLAS LABORATORIES, LTD., 22 Bath Road, Slough, Bucks. Product Cardamist, aerosol. Arrangements for the return and credit of wholesale and retail stocks are being made.

LEDERLE LABORATORIES, a division of CYANAMID OF GREAT BRITAIN, LTD., Bush House, Aldwych, London, W.C.2. Prenatal Drikaps. (Lederport with neomycin ear/eye ointment, 1,000). (Pack of 100 continues available).

SYNTEX PHARMACEUTICALS, LTD., St. Ives House, St. Ives Road, Maidenhead, Berks. Metilar tablets, 1-mg. (2-mg tablet continues available in packs of 100 and 500). Supplies through wholesalers.

UPJOHN, LTD., Fleming Way, Crawley, Sussex. Cortef ointment, 1 per cent., 20 g. Chemists are asked to dispose of present stocks. (Cortef acetate 1 per cent., 20 g., continues available).

Metricated

A. H. Robins Co., Ltd., Horsham, Sussex. Dimotane expectorant. 80 oz pack replaced by a 2-litre size.

ABBOTT LABORATORIES, LTD., Queenborough, Kent. Selsun. Packs of 25-, 50- and 100-ml replace packs of 1, 2 and 4 fl. oz. Prices are unchanged.

BRISTOL LABORATORIES, LTD., Stamford House, Langley, Slough, Bucks. All oral liquid preparations (Tetrex, Telotrex, and Bristrex syrups and Kantrexil suspension) now formulated to a 5-ml measure (diluent: syrup B.P.).

LEDERLE LABORATORIES, a division of CYANAMID OF GREAT BRITAIN, LTD., Bush House, Aldwych, London, W.C.2. Production of all remaining avoirdupois packs now discontinued New metric packs are: Aureomycin syrup and Lederplex liquid 100 ml each; Lederkyn paediatric suspension 50 ml; Achromycin for oral suspension 2·5 g (to make 50 ml).

Premium Offers

BRISTOL MYERS CO., LTD., Stonefield Way, South Ruislip, Middlesex. Clairol, Nice'n'Easy.



Maximilian Mouse pincushion as illustrated at 12s. 11d. to purchasers who act on details given in pack. Cut-out display piece fits into top of pack for counter display.

YARDLEY OF LONDON, LTD., 33 Old Bond Street, London, W.1. Banded packs. Sea Jade talc with a free miniature Cologne for 6s. 4d. Sea Jade mini spray with free miniature talc for 12s. 4d.

Information for Manufacturers

Organic Acid Chlorides. — Novadel, Ltd., St. Ann's Crescent, London, S.W.18, offer a wide range of acid chlorides for internal use, including lauroyl and isononanoyl chlorides.

Laboratory Gas Service. — BDH Chemicals, Ltd., Poole, Dorset, are offering to laboratories, in conveniently sized cylinders for research and small preparative work, a range of 100 gases of defined purity. Orders are being executed from the BDH depôts at



Atherstone, Bristol and Liverpool, as well as from Poole and through London. Stocks of commonly required gases will shortly become available also from centres in Newcastle, Glasgow and Belfast. Details are given in a catalogue available from the company.

Correspondence

Letters when received must bear the name and address of the sender, not necessarily for publication. The Editor does not hold himself responsible for the views expressed.

Spice of life?

SIR,—I have written to the secretary of the Pharmaceutical Society giving him formal notice of my intention to move the following motion at the annual meeting of the Society on May 21:—

That the annual meeting of the Pharmaceutical Society is of less value to the community than a Royal Command variety performance.

Acknowledgment has been received.

G. M. FOX
Chalfont St. Peter
Bucks

[What Mr. Fox expects to get from those members who take the trouble to attend we find it hard to imagine. Is it his intention that the value he attributes to the annual meeting shall be taken down still further?—EDITOR.]

Till You See the Whites of Their Eyes

SIR,—Mr. Crossman (see *C. & D.*, May 3, p. 382) is ill advised, in that there is no "status quo" (or even rural limit) about this particular cancer of so-called "doctor dispensing." But we now dare hope no further, especially with Professor Dunlop, of "nomen proprium" fame, in the chair of the Medicines Commission as the ultimate in advisory bodies. What chance of getting anything unless we all stick together. This is not a rural or even a retail or general-practice matter. Increasingly it affects hospital, academic, student and even wholesaling activity and the public. At what stage do the doctors take over Drug Tariff negotiations? It remains for every pharmacist to realise the situation, holding his fire till the right moment, on the basis that God helps those who help themselves and keep their powder dry.

MILITANT PHARMACIST

Firm Stand Needed

SIR,—I have read with great interest Press reports on the recent happenings at Ebbw Vale relating to the establishment of a Council-leased pharmacy on the Beaufort Rassan estate. This amazing state of affairs, coupled up with the recent Ministerial decision on rural dispensing, makes one wonder whether pharmacists are unique in their rôle as "professional doormats." In my humble opinion the doctor's rôle is to (1) examine, (2) diagnose for, (3) prescribe for the patient—the pharmacist's role to dispense. In this trade union age, woe betide the electrician who helps the plumber—result, an immediate walk-out. When will pharmacists realise that our very livelihood and that of our successors, depends on our making a firm stand. Let us, and us alone, do the job for which we alone have been professionally trained. We need, above all things, a strong, resolute and all-embracing pharmaceutical union.

B. KENT JONES,
Leyland, Lancs

Business Studies

SIR,—As one lecturing on business studies to third-year pharmacy students, I find the comments of Xrayser in your issue of April 26 both interesting and provocative. The business-studies course is but a small part of the syllabus, and it can serve only as a broad introduction to a wide field of study. Such a grounding should, I suggest, enable the graduate to gain more from his practical training and to be more useful during that period. The course gives the present-day student the chance to learn some of the facts of business life which many of us acquired during our "old-style" apprenticeship. These facts can be reinforced during the practical training. I was sorry to note the comment about "those whose bent was scientific," as this seems to me divisive at a time when we are surely aiming at less watertight divisions. Business administration or business studies has for many years been becoming more and more "scientific," and I think that students should be made aware of this at an early stage. Whatever branch of the profession a student proposes to enter, some basic ideas on topics such as work study, stock control, business organisation and human relations, must, I submit, be valuable. And these are but a few of the items coming under business studies. May I, in conclusion, thank Xrayser for his stimulating remarks on this topical subject.

E. A. JENSEN,
Brighton
Sussex

SIR,—We were somewhat surprised by the suggestion of Xrayser (*C. & D.*, April 26, p. 359) that "the question of business administration seems to be not one for a general professional degree" and that "it would be extremely difficult to teach a general course for all students." In this school of pharmacy, which offers courses for honours and ordinary degrees of the C.N.A.A., a course in management studies is given to all students. The course aims to give the student information regarding economic theory, management organisation, marketing problems and budgetary control, and has been found to be interesting and useful by our students. In addition, our ordinary degree students are given a course in business studies as applied to pharmacy. Inclusion of these studies in the degree course entitles our students to full membership of the Institute of Pharmacy Management, and the same is true of students from a number of other colleges and universities. Students can also supplement their degree by taking a post-graduate Diploma in Management Studies. The suggestion that such studies would be "of little interest to those whose bent (is) scientific" is curiously archaic. Scientists are more and more coming to realise their obligations to, and involvement with, the society they serve, and all pharmacists are likely to face management problems of some kind, whatever their specific avocation. Many statements have appeared in the Press and elsewhere regarding the inadequacy of pharmacy degree courses and advocating the inclusion of the studies which Xrayser rejects. But it is depressing to find so many criticisms being made in total ignorance of what is already being offered. There are only sixteen schools of pharmacy in this country. They would all be willing, we know, to discuss their syllabuses with anyone sufficiently interested to ask them.

E. A. RAWLINS,
(Head of the School of Pharmacy,)

J. QUINN,
(Head of the Department of Management and Business Studies,)
Brighton
Sussex



BUT WHY NO PHARMACIST?: Picture shows the handsome provision made for dispensing medicines aboard Cunard's new liner Queen Elizabeth II, which sailed on its maiden voyage to New York this week. The combined dispensary and laboratory adjoins the medical treatment rooms. The contract, worth about £30,000 for the provision of the medical equipment was won by Matburn (Holdings), Ltd., a member of Glaxo Group, Ltd. That company was also responsible for planning the entire layout of the hospital in conjunction with the naval architects' department and Cunard's medical adviser. It is understood that no pharmacist is employed in the unit.

Another Side to "Leap-frogging"

A CORRESPONDENT CALLS FOR DISCUSSIONS OF THE PROBLEM

SIR.—The National Pharmaceutical Union has now aligned its view with that of the Pharmaceutical Society on the question of limiting National Health Service dispensing contracts (planned distribution of pharmacies), and it will behove the membership to view the matter with concern, and to make their considered wishes clearly known to their representatives. I have read pharmaceutical Press announcements about those policies and the reported remarks made by various speakers, but I remain alarmed insofar as none of the writers or speakers on the subject seem to offer any answers to some of the inherent problems accompanying such a radical proposal. One wonders why "limitation," as distinct from "planned distribution," is necessary. The two are not synonymous in this context. The answers are vague, but basically it appears to be the opinion of the N.P.U. that limitation will solve the problem of "leap-frogging" and will thus be in the public interest by preventing a diminution of pharmaceutical outlets. It does not take much thought to conclude that that is nonsense. A "leap-frogger" is obviously more welcome to the public, as is proved by the success that attends such an operation and provides the incentive to the pharmacist concerned. To this the Society adds the pious hope that planned distribution will solve the problem of the underpaid manager, but it is difficult to see the connection, and far easier to assume that it may have exactly the opposite effect by limiting opportunity. Both parties make great play about "public interest," but perhaps they would do well to consider that they exist to serve the interest of pharmacy —present and future—and that, whilst all responsible bodies must have regard to the interest of the public, the body specifically charged with that function is the Government (in this context the Department of Health) and that the Department has been a great deal more successful in its rôle than the N.P.U. and the Society, so far as pharmacy and the provision of a pharmaceutical service are concerned. One must ask, too, who are the "leap-froggers." Certainly any pharmacist concerned is a member of the Society and may well be a member of the N.P.U. Indeed, I have in my possession a distressing letter from a pharmacist on this subject, wherein it is alleged that the business athlete concerned is "branch chairman and also secretary of the N.P.U. branch and its next chairman."

Whose Interests Protected

Let us be honest with ourselves on this question, and acknowledge that limitation of dispensing contracts to existing businesses (and such future businesses as may be necessary in the public interest) is purely an attempt to protect the interests of existing proprietors against encroaching, and often non-pharmaceutical, competition, which renders their dispensing connection more valuable at a time when it is becoming more difficult to sustain or sell existing businesses, and that that is due to a failure of our negotiators to obtain better terms with respect to the N.H.S. and the legislation affecting pharmacy and the sale of medicines. Let us further accept that that failure is, in part, due to the apathy of pharmacists and the divisive nature of the profession, which has greatly hindered our negotiators.

Points to Settle

Before we proceed further in this matter the entire membership should be satisfied on the following points:—

(i) Who is to have the authority to limit contracts and to what extent will that authority be impartial in its judgment?

(ii) How will the resultant "premium" upon "licensed" premises be controlled so as to make those businesses available to aspiring proprietors without resulting in an artificial inflation of value that may exclude future private buyers and favour multiples?

It may be that an existing proprietor of a moderate business will see such a move as one that may protect him from competition and provide a potential "windfall" when he retires. To any person so inclined I would offer the following idea upon which to reflect. If contracts are limited, it follows that the potential value of the dispensing contract will increase, and that would normally be reflected in an enhanced value for the goodwill of the business. However, the demand for dispensing services under any form of limitation would arise as the result of "social demand" and accordingly, it could be argued, any goodwill resulting should be returned to those who created the demand, namely the State. This is analogous to the reasoning underlying the present development levy upon land sales, and there is no logical reason why it should not be applied to pharmacies if they were accorded monopolistic rights in the areas in which they are situated. On that basis a situation could result in which, in the absence of competitive interplay, the goodwill of a pharmacy could depend entirely upon its non-dispensing connection. That, in turn, could lead to a reduction in the value of the business in terms of the capital that the vendor would receive. From the viewpoint of the future of pharmacy, this may be a better alternative than complete multiple control, but the windfall would have a big maggot in it so far as the vendor was concerned.

Furthermore there is the possibility that limitation of dispensing outlets could lead to a situation whereby the Ministry of Health, being responsible for the provision of contracts in respect of dispensing services, would put those out to tender, in the same way as other Government contracts are offered. I wonder how we would fare then in the present state of "fraternal solidarity?" What effect would this have upon future pharmacists? Would they be permanently relegated to the rôle of "assistants with a view?"

No reasonable person would deny that "leap-frogging," *per se*, is an unattractive type of activity unbecoming in a professional body. Nor could it be denied that there is a case for making the best use of available man-power when that is in short supply. On that basis planned distribution of pharmacies has certain merits which justify closer examination. However, any move towards enforcing it by means of a statutory authority is fraught with danger and, insofar as it would imply some direction of labour that may be contrary to the desires of the person concerned, it has some strong similarity to the practices of a like nature that characterise totalitarian regimes. Furthermore, since it may also imply some restraint of trade, it appears unlikely that any government would be prepared to give the necessary authority to a body that was not answerable to the electorate. To that extent "leap-frogging" may prove a red herring, possibly of a costly type, distracting the attention of members from the fundamental reasons for pharmacists' problems. The suggestion of limiting dispensing contracts is even more controversial, since it would breach one of the fundamental principles that was agreed when pharmacy entered the National Health Service. Once that principle has been conceded, there is a strong possibility that the government might carry limitation a great deal further than the N.P.U. would wish.

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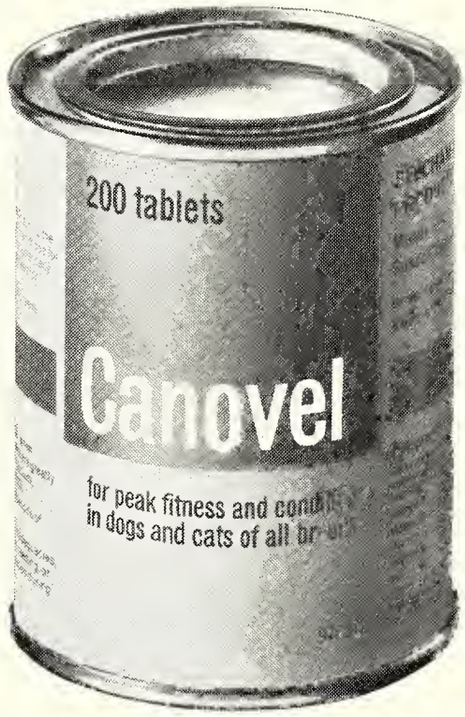
On balance, therefore, I believe that the superficial attractions of statutory limitation of pharmacies, and/or dispensing contracts, are far outweighed by the potential dangers attached to such manoeuvres. At the same time it is acknowledged that the interests of members would be served by some limitation on the opening of pharmacies in areas that already possess an adequate service. It is highly desirable that it should be done, however, on the basis of reasonable and voluntary local agreement. An essential first step in that direction would be achieved by forming a body that would represent the material interests of all pharmacists.

In this respect our representative bodies have consistently failed to unite the profession and, by their failure, have largely engendered the situation that confronts us today. It will be some measure of the strength of their leadership if they refuse to seek the assistance of others to do that which they have hitherto failed to do themselves.

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Robinal, 45, 50
Rondase, 45
Ronson, 2, 36, 42
Rovigon, 39
Rozalex, 28
Rybar, 28
Rynabond, 2
Salter, 4, 9
Sanatogen, 4
Sanella, 14
Sanilav, 45
Sankyo, 45
Sanoid, 2, 4, 14, 36
Sari, 32
Satura, 9
Sauna, 45
Scentinel, 28
Scent-Off, 45
Scherk, 50
Schiaparelli, 3
Score, 14
Scrubbs, 45
Seaflower, 21
Sea Jade, 3, 42
Seclomycin, 14
Secret of the Sea, 9
Secto, 32
Secto-Kil, 32
Septex, 9
Septrin, 9, 28
Serenace, 3
Serene, 36
Setoniquet, 14
Sevilan, 2
Shurzine, 45
Si-Ko, 50
Silcot, 14
Silkini, 14
Silma, 45
Simbix, 9
Simpkin's, 3
Sinequan, 45
Singha (Dr.), 3
Sintisone, 21
Sintisone-C, 21
Sister Laura's, 28
Skil, 2
Slim Disks, 3
Sloans, 32
Slow-Fe, 28
Softcare, 17
Solabra, 3
Soligor, 3
Solnova, 14
Solray, 3
Sous le Vent, 9
Special Appointment, 9
Speridin, 45

Amendments to Key to Suppliers (Cont.)

1555 PAPA=Pan-American Pharmaceutical Associates, Ltd., 3 Bucklersbury, London, E.C.4. 01-248 7082.
1562 CCL=Cortina Chemicals, Ltd., Cortina Works, Warton Road, London, E.15. 01-534 8532.

Spillers, 2
Sporodyl, 2
Spray Net, 36
Spruce, 36, 45
Stemetil, 24
Step, 9
Ster-zac, 14
Stevens, 50
Stilbagen, 21
Stilboestrol, 17
Strepsils, 28
Sugrosa, 3
Suleo, 45
Sunbeam, 24
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Sure, 3
Sure Shield, 36
Surgaseptic, 3
Suthers, 3
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Sweet 'n Low, 8
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Sylvia, 36
Syntone, 3
Syrup Pertussis, 42
Tame, 45
Tancolin, 14
Tarband, 14
Taylor's, 50
Taylor of London, 8
Taylors Seven Oils, 28
Tegretol, 14
Tek, 17
Tender Touch, 17
Terpoin, 14
Terra-Cortril, 3
Terramycin, 17
Tertroxin, 39
Testosterone propionate, 17
Tetralysal, 14
Tetrex, 17
That's My Color, 21
Thawpit, 45
Theonar, 17
Therapas, 42
Thermogene, 49
Thermona, 39
Thermos, 8
Thompson's, 49
Thovaline, 49
Tigress, 39
Tillott's, 14
Tokalon, 3
Tolnate, 32
Toni, 45
Top Mark, 36
Toprose, 3
Tosca, 3
Total Beauty, 45
Touch & Glow, 36
Transpulmin, 21
Trentham, 2
Tribactric, 3
Triclory1, 14
Tried & True, 17
Trimetts, 2, 28
Trufood, 45
Tryptizol, 17
Tubifoam, 14
Tubigrip, 14
Tums, 49
Tusseprin, 8
Tussi Rube, 21
Tussoids, 3
U.F.I., 3
Udenum, 3
Ufide, 3
Ultracortenol, 45
Unomat, 3
Uraband, 13
Urobilistix, 49
Uvistat-L, 42
Valet, 45
Vanispot, 3
Vapona, 39
Va-pine, 13
Variban, 36
Varicrepe, 8
Varon Dandy, 2
Vaseline, 24
Vax, 21
Veet, 42
Ventron, 14
Vermithol, 49
Vers Toi, 32
Viacutan, 42
Vibazine, 42
Vichy-Celestins, 17
Vichy Grand-Grille, 17
Vichy Hopital, 17
Vick, 45
Vi-Daylin, 8
Videnal, 3
Vince, 32
Vi-Minerol, 49
Vitalis, 13
Vitavel, 42
Vittel Grande, 17
Vittel Hepar, 17
Vol de Nuit, 8
Vosene, 42
Vulfix, 20
Vulfix-Trisa, 20
Waft, 13
Wasp-eze, 24
Wata, 3
Watalux, 3
Watameter, 3
Wella, 3
Welldorm, 3, 28
Weston, 3
Whatman, 42
Whitecross, 13
White Fire, 42
Wilkinson, 24
Woltz Italiana, 20
Woodhue, 39
Woodwards, 49
Woolulose, 36
Wright's, 17, 39
Xtralac, 49
Yardley, 24, 42
Yeratone, 28
Zim, 3
Zincaband, 13
Zincoderm, 13
Zoflora, 28
Zom, 3, 20

THIS WEEK'S CHANGES

Prices are given in the sequence Trade Price per Doz.; Purchase Tax per Doz.; Retail Price Bold upright figures (**2 9**) in the retail price column indicate that the price is subject to resale price maintenance; italic figures (*2 9*) that it is recommended by the manufacturers; and light upright figures (2 9) that it is "notional" as a guide to the retailer in determining his own retail price.

Achromycin (746 Lederle) T5
R capsules/tablets
250mg 100 30 6ea — *45 9*
1000 294 0ea — *441 0*
● for oral suspension
2-5g 50ml 6 8ea — *10 0*
D 1oz — — —
A **Animalintex** (1073 Robinson)
poultice dressing
(vet.) 10 43 9 16 0 *7 6*
Aureomycin (746 Lederle) T5
● syrup 100ml 7 0ea — *10 6*
D 4oz — — —
Beaucaire (430 Eucryl)
A cleaning fluid small 22 0 — *2 8*
D Bellair (109 BCL) existing entry
I **Bellair** (109 BCL)
deodorant "all day"
aerosol 80g 30 0 14 10 *5 0*
squeeze spray 75cc 18 6 8 10 *3 0*
refill 55cc 12 0 5 6 *2 0*
hair spray
aerosol 80g 24 0 11 9 *3 11*
135g 32 3 16 0 *5 4*
205g 41 6 20 3 *6 11*
squeeze spray 75cc 17 4 8 0 *2 9*
refill sachet 45cc 6 3 2 11 *1 0*
refill bottle 55cc 12 0 5 6 *2 0*
shampoo
liquid sachet 2 10 11 *5*
bottle 55cc 12 9 *4 0* *2 0*
talcum 80g 15 6 7 5 *2 6*
Pink Rose
hand lotion 55cc 12 0 5 6 *2 0*
talcum 80g 18 6 8 10 *3 0*
R Benzthiazide (1087 Roussel)
tablets 20mg 100 10 0ea — —
Blue Grass (60 Arden)
● eau de parfum — — *32 6*
Bronnley (194 Bronnley)
● country herbs
soap (1) 0143 — — *5 0*
D Cardamist (894 Nicholas)
I **Cellosene** (1073 Robinson)
cellulose wadding
16oz 2 9ea — —
A **Cestra** (1073 Robinson)
face masks standard 218 6 — *24 3*
(1gross) (doz)
A **Colic-Radiol** (1023 Radiol)
for horses 12oz 70 0 27 4 **10 3**
A **Crown** (1073 Robinson)
corn caps 13 6 4 11½ *2 0*
wool felt 4680 14 3 — *1 8*
4681 14 3 — *1 8*
Dentiline (430 Eucryl)
A denture cleaner 20 6 7 0 *3 2*
Dimotane (1071 Robins) †
● expectorant 21 98 5ea — *147 6*
D 80oz — — —
Earex (402 Earex)
A aseptic wool 12 0 — *1 3*
drops large 66 0 24 0 *10 0*
h.p. 24 0ea 8 6ea *40 0*
Economycin (1515 CD) T5
R tablets/capsules
100 26 0ea — —
D 500 and 1000 — — —
Energen (421 Energen)
low sugar jams and
marmalade 8oz 27 3 — *2 9*
D 12oz — — —
E.P. (430 Eucryl)†
A tablets 16 14 6 5 0 **2 4**
Estee Lauder (425 ELC)
● colour stick
transparent — — *48 6*
● Go-Blush — — *48 6*
● lipsticks see-through — — *28 9*
Eucryl (430 Eucryl)
A denture plate
fixative 16 0 — 2 0
28 0 — 3 6
A tooth powder large 17 3 5 10 2 7
smokers 18 6 6 3 2 9
Ex-Lax (440 Ex-Lax)
(distributors 372 De Witt)
● pills 18 19 6 7 2 3 0
C **Exmarid** (441 Exrid)
insecticide 80g 28 0 — *3 6*
lotion 6oz 28 0 10 3 *4 5*
shampoo 3oz 17 0 6 3 2 9
Eylure (443 Eylure)
● mascara
block 48 10 26 10 *8 6*
roll-on 60 6 33 3 *10 6*
● 5hadopearl 71 10 39 6 *12 6*
Fidji (Laroche (1451 Parim))
perfume ⅛oz — — *39 6*
Flexplast (1073 Robinson)
surgery case 4300 8 9ea — 12 7
refill 4301 6 8ea — 9 4
doctors' set 4290 14 10 — 20 9
refill 4291 14 1ea — 19 8

elastic bandage adhesive
B.P.C. full spread
1 in x 3 yd 4400 26 6 — *3 1*
2 in x 3 yd 4401 44 3 — *5 2*
2½ in x 3 yd 4402 54 3 — *6 4*
3 in x 3 yd 4403 64 6 — *7 6*
4 in x 3 yd 4404 83 0 — *9 8*
6 in x 3 yd 4456 116 0 — *13 6*
B.P.C. half spread
2½ x 3 yd 4420 54 3 — *6 4*
3 in x 3 yd 4421 64 6 — *7 6*
B.P.C. ventilated
1 in x 3 yd 4410 26 6 — *3 1*
2 in x 3 yd 4411 44 3 — *5 2*
2½ in x 3 yd 4413 64 6 — *7 6*
4 in x 3 yd 4414 23 0 — *9 8*
6 in x 3 yd 4479 116 0 — *3 6*
elastic plaster adhesive B.P.C.
1 in x 1 yd 4550 12 6 — *1 6*
2 in x 1 yd 4551 19 0 — *2 2*
½ in x 3 yd 4552 19 3 — *2 3*
1 in x 3 yd 4553 26 6 — *3 1*
first aid strip dressings
1½ in x 1 yd 4310 20 8 — *2 5*
2½ in x 1 yd 4311 27 10 — *3 3*
3 in x 1 yd 4312 32 10 — *3 10*
first aid dressing
outfit "A" 4304 8 6ea — *77 11*
"B" 4308 8 6ea — *11 11*
pocket tins 4253 10 9 — *1 3*
4254 21 6 — *2 6*
wound dressings flexible B.P.C.
1½ in x 2 in 4260 5 6 — *8*
2 in x 3 in 4261 7 9 — *11*
French Almond (1070 Windsor)
● travel trio 97 4 52 3 *18 6*
Fresh'n Dainty (506 Gerhardt)
(distributors 430 Eucryl)
A deodorant spray 52 0 26 6 8 9
lotion 52 0 26 6 8 9
powder 32 3 16 5 5 6
A tissues economy
pack 48 3 24 7 8 2
Hanimex (565 Hanimex)
● Loadmatic movie kit — — *1078 6*
C **Horlicks** (621 Horlicks)
plain ¼ lb 22 6 — —
½ lb 38 0 — —
1 lb 66 6 — —
3 lb 179 0 — —
chocolate flavoured
6oz 30 6 — —
12oz 56 6 — —
A **Inco** (1073 Robinson)
garments 24×28 8 5ea 1 2ea *12 5*
28×32 8 9ea 1 3ea *12 11*
32×36 9 7ea 1 4ea *14 1*
36×40 9 10ea 1 4ea *14 5*
40×44 10 6ea 1 5ea *15 5*
pads (10) 5 8ea — 7 9
cleansing tissues
200 9 7ea — *12 9*
I **Joystep** (1073 Robinson)
corn rings 6 9 0 — *1 1*
A **Kasbah** (995 Potter's)
kidney remedy 20 0 7 4 3 3
A **Keatings** (430 Eucryl)
powder 10 6 — 1 3
14 10 — 1 9
Ledercort (746 Lederle)
D eye/ear ointment
with neomycin
Lederkyn (746 Lederle) †s4B
● suspension 50ml 7 0ea — *10 6*
D 2oz — — —
Lederplex (746 Lederle)
● liquid 100ml 6 2ea — 9 3
D 4oz — — —
R **Lincocin** (1263 Upjohn) T5
capsules 500mg 12 28 0ea — —
100 224 0ea — —
sterile solution
600mg 2ml 7 5ea — —
syrup 250mg 60ml 17 6ea — —
Marcoumar (1074 Roche)
D tablets 25
Mary Quant (876 MP)
● Nature Tint
lipstick 55 3 30 5 *9 11*
make-up 55 3 30 5 *9 11*
nail polish 33 5 18 4½ *5 11*
● **Maws** (810 Maw)
Tufty Tail pads 30 60 0 — **6 3**
● **Mitchum** (1520 IPM)
esoterica creams
original 25 4 tax pd. *31 9*
facial 25 4 tax pd. *31 9*
fortified 33 0 tax pd. *42 0*
● **Oppacyn** (912 O) T5
tablets 250mg 100 30 0ea — —
500 140 0ea — —
Outdoor Girl (876 MP)
● Silk Finish 26 2 14 5 *4 6*

Paddi (1073 Robinson)
R cotton wool balls
white 50 10 8 — *1 4*
100 20 0 — *2 6*
A nappy holders 56 0 — *7 0*
pads (10) 18 8 — *2 0*
(30) 53 8 — *5 9*
pilch 31 4 — *3 11*
Premier Drench (328 CCC)
● 20oz 15 0ea 5 6ea *28 0*
D 12oz — — —
Prenatal (746 Lederle)
D DriKaps 1000
● **Proctofoam HC** (1178 Stafford) T5
aerosol 24g 17 8ea — —
Radiol (1023 Radiol)
A electuary 5oz 60 0 22 0 **8 10**
20oz 140 0 51 4 **21 0**
Rimactane (262 CIBA) T5
R capsules 150mg 80 244 6ea — **366 9**
Robinal (1071 Robins)
C tablets 2mg 100 60 0ea — *90 9*
500 270 0ea — *405 0*
Scherk (957 Perl)
I moisture cream 62 0 34 1 *10 6*
Si-Ko (1101 Sangers)
A toothpaste 25 11 9 6 *3 11*
D mouth spray — — —
A **Stevens** (1023 Radiol) †
ointment 1oz 50 0 18 4 **7 3**
A **Taylorjs** (1073 Robinsxon)
belladonna plasters
porous
red felt
5×7½in 22 6 8 3 *3 4†*
7×11in 45 0 16 6 *6 7†*
red flannelette
5×7½in 17 0 6 3 *2 6†*
7×11in 34 6 12 5 *5 0†*
B.P.C. white cloth
5×7½in 11 6 — *1 4†*
7×11in 23 0 — *2 8†*
7×1yd 89 3 — *10 5†*
breast B.P.C.
6in dia. 12 8 4 8 *1 10†*
7in dia. 16 0 5 10 *2 4†*
8in dia. 25 3 9 3 *3 8†*
boil plasters (1) 4 8 1 8½ 9
(2) 10 0 3 8 *1 5½*
(144) 27 3ea 10 0ea *48 2*
bunion pads thin 15 6 — *1 10*
thick 18 0 — *2 1*
corn pads thin 15 6 — *1 10*
thick 18 0 — *2 1*
corn plasters N.H.S.
sal. acid 1¾×3in
20% 5 0 1 10 9
40% 5 8 2 1 *10*
corn plaster, Ivy
Leaf, Castle,
American 7 3 2 8 *1 0½*
first-aid dressings
waterproof tin 10 9 — *1 3*
21 6 — *2 6*
strips
2½×6in 4 4 — 6
¾×1½in×144 5 9ea — *8 1*
¾×2½in×144 8 6ea — *11 11*
¾×3in×144 10 6ea — *14 8*
1½×3¼in×50 7 10ea — *11 0*
1×1⅝in×50 3 0ea — *4 2*
1 3/16×2⅜in×50 4 10ea — *6 9*
wound dressings
1½×2in×50 5 8ea — *7 11*
2×3in×50 10 0ea — *14 0*
2½×3½in×50 11 6ea — *16 1*
1½×1½in×50 4 6ea — *6 3*
circlettes
⅞in dia. 100 4 10ea — *6 9*
1 3/16in dia 100 6 1ea — *8 6*
individually
wrapped
1½×1½in×100 9 8ea — *13 6*
1½×2in×100 12 11ea — *18 1*
2×3in×100 20 3ea — *28 4*
2½×3½in×100 28 3ea — *39 6*
¾×1½in×100 6 6ea — *9 1*
¾×2½in×100 8 4ea — *11 8*
¾×3in×100 10 3ea — *14 4*
poorman's plaster 11 6 4 2½ *1 8*
sponge rubber
adhesive
⅜×3½×6in (3) 63 6 — *7 5*
⅜×36×18in 50 9ea 18 7ea *89 7*
½×36×18in 38 6ea 14 2ea *68 2*
unspread
⅜×3½×6in (3) 54 3 — *6 4*
⅜×36×18in 38 6ea 14 2ea *68 2*
½×36×18in 26 6ea 9 8ea *46 8*
stockinette
adhesive
9×12in (4) 14 9ea — *20 8*
strapping adhesive
waterproof
1in×1yd 7 3 — *10*
1in×2½yd 13 6 — *1 7*
½in×5yd 13 6 — *1 7*
1in×5yd 22 6 — *2 8*
2in×5yd 36 0 — *4 2*
3in×5yd 49 9 — *5 10*
4in×5yd 61 0 — *7 1*
superfoam adhesive
3/16×36×18in 22 6ea 8 3ea *39 9*
5/16×36×18in 29 9ea 10 11ea *52 7*

unspread					
$\frac{3}{16}$×36×18in	16	0ea	5	10½ea	28 4
$\frac{5}{16}$×36×18in	24	6ea	9	0ea	43 4
wintergreen and capsicum plasters					
5×7½in	10	0	3	8	1 5½
7×11in	20	0	7	4	2 11
wool felt soft 100% Merino woold spread					
36×18×$\frac{1}{16}$in	21	0ea	—		29 5
$\frac{3}{16}$in	30	9ea	—		43 0
$\frac{5}{16}$in	41	6ea	—		58 0
$\frac{7}{16}$in	52	6ea	—		73 6
unspread					
36×18×$\frac{1}{16}$in	16	3ea	—		22 9
$\frac{3}{16}$in	26	0ea	—		36 5
$\frac{5}{16}$in	36	9ea	—		51 5
$\frac{7}{16}$in	47	9ea	—		66 10
semi-compressed spread					
36×18×$\frac{1}{16}$in	24	6ea	—		34 3
$\frac{3}{16}$in	36	0ea	—		50 5
$\frac{5}{16}$in	47	6ea	—		66 6
$\frac{7}{16}$in	60	0ea	—		84 0
unspread					
36×18×$\frac{1}{16}$in	19	9ea	—		27 8
$\frac{3}{16}$in	31	3ea	—		43 9
$\frac{5}{16}$in	42	9ea	—		59 10
$\frac{7}{16}$in	55	3ea	—		77 4
surgical spread					
4×3½×$\frac{3}{16}$in	15	6	—		1 10
4×3×$\frac{5}{16}$in	15	6	—		1 10
3×3×$\frac{7}{16}$in	15	6	—		1 10
6×6×$\frac{3}{16}$in	31	0	—		3 8
6×4½×$\frac{5}{16}$in	31	0	—		3 8
4×4½×$\frac{7}{16}$in	31	0	—		3 8

unspread					
4×3×$\frac{7}{16}$in	13	9	—		1 7
zinc oxide plaster B.P.C.					
$\frac{1}{2}$in×1yd	6	0	—		8
$\frac{1}{2}$in×3½yd	14	8	—		1 8
$\frac{1}{2}$in×5yd	19	9	—		2 4
$\frac{1}{2}$in×10yd	29	0	—		3 5
1in×1yd	8	9	—		1 0
1in×3½yd	21	6	—		2 6
1in×5yd	29	0	—		3 5
1in×10yd	45	9	—		5 4
2in×5yd	49	6	—		5 9
2in×10yd	77	6	—		9 0
3in×5yd	66	6	—		7 9
3in×10yd	109	6	—		12 9
4in×5yd	81	3	—		9 6
4in×10yd	141	6	—		16 6

A = Price Advanced
R = Price Reduced
● = New entry
D = Delete
C = Correction
I = Insert

A	**Thermogene** (1073 Robinson)				
	wool small	17	10	6 6	2 9
	large	29	4	10 9	4 7
	Thompson's (992 P & C) slippery elm food malted				
●	or unmalted 6oz	34	0	—	3 6
	Thovaline (1575 Ilon)				
●	30g	23	0	8 5	3 6
	Tums (506 Gerhardt) (distributors 430 Eucryl)				
A	roll	7	9	2 8	1 2
	3 roll pack	22	4	7 7	3 3
●	**Urobilistix** (843 ML) reagent strips 50	12	6ea	—	18 9
	Vermithol (328 CCC)				
I	broadspectrum (vet.) 20oz	33	4ea	—	50 0
	80oz	120	0ea	—	180 0
D	½gal	—		—	—
	Vi-Minerol (1023 Radiol)				
A	canine all breeds 1lb	66	9	—	7 9
	6lb	315	0	—	35 0
	extra bone horses 6lb	218	0	—	25 0
	¼cwt	112	0ea	—	150 0
	1cwt	210	0ea	—	280 0
	Woodwards (1346 Woodward)				
●	nursery cream 220g	44	3	16 3	4 11
	Xtralac (328 CCC)				
A	(vet.) 2lb	34	8ea	—	52 0

AMENDMENTS AND ADDITIONS TO KEY TO SUPPLIERS

1490 IAP5=**Inter-Alia Pharmaceutical Services, Ltd.,** 226 High Street North, London, E.6. 01-552 4344.

369 DL=**Denver Laboratories, Ltd.,** 5 Church Street, Aylesbury, Bucks. 0296-85244.

521 Glenwood=**Glenwood Laboratories, Ltd.,** 16 Swains Lane, London, N.6. 01-267 1224.

567 HCBP=**Hanri (Cavalcade Beauty Preparations),** Ltd., 155 Merton Road, London, S.W.18 01-974 6087.

795 MF & Co.=**Marcel Franck & Co. (London), Ltd.,** 155 Merton Road, London, S.W.18. 01-874 6087.

900 Norton=**M. & R. Norton, Ltd.,** 155 Merton Road, London, S.W.18. 01-874 6087.

C. & D. RETAIL AND DISPENSING PRICE LIST
Surgical Dressings

			Cost Price per doz.	Retail Price each
Bandages				
White open wove B.P.C.	4yd	1in	3 9	6
		1½in	5 0	8
		2in	6 2	9
		2½in	7 6	11
		3in	8 7	1 1
Crepe B.P.C. (5yd stretched)		2in	23 5	2 11
		2½in	28 3	3 6
		3in	33 9	4 3
		3½in	38 3	4 9
		4in	44 1	5 6
Domette B.P.C.	6yd	3in	41 0	5 2
		4in	54 0	6 9
		6in	81 0	10 2
Plaster of Paris B.P.C.	3yd	3in	17 11	2 1
		4in	22 2	2 7
		6in	28 7	3 4
Elastic adhesive B.P.C.	3yd	2in	44 6	5 2
		2½in	54 4	6 7
		3in	64 6	7 6
		4in	83 0	9 8
Flannel B.P.C.	4yd	3in	49 0	6 2
		4in	64 6	8 1
		6in	96 3	12 0
Triangular	36in×51in		17 2	2 2
	38in×54in		18 6	2 4

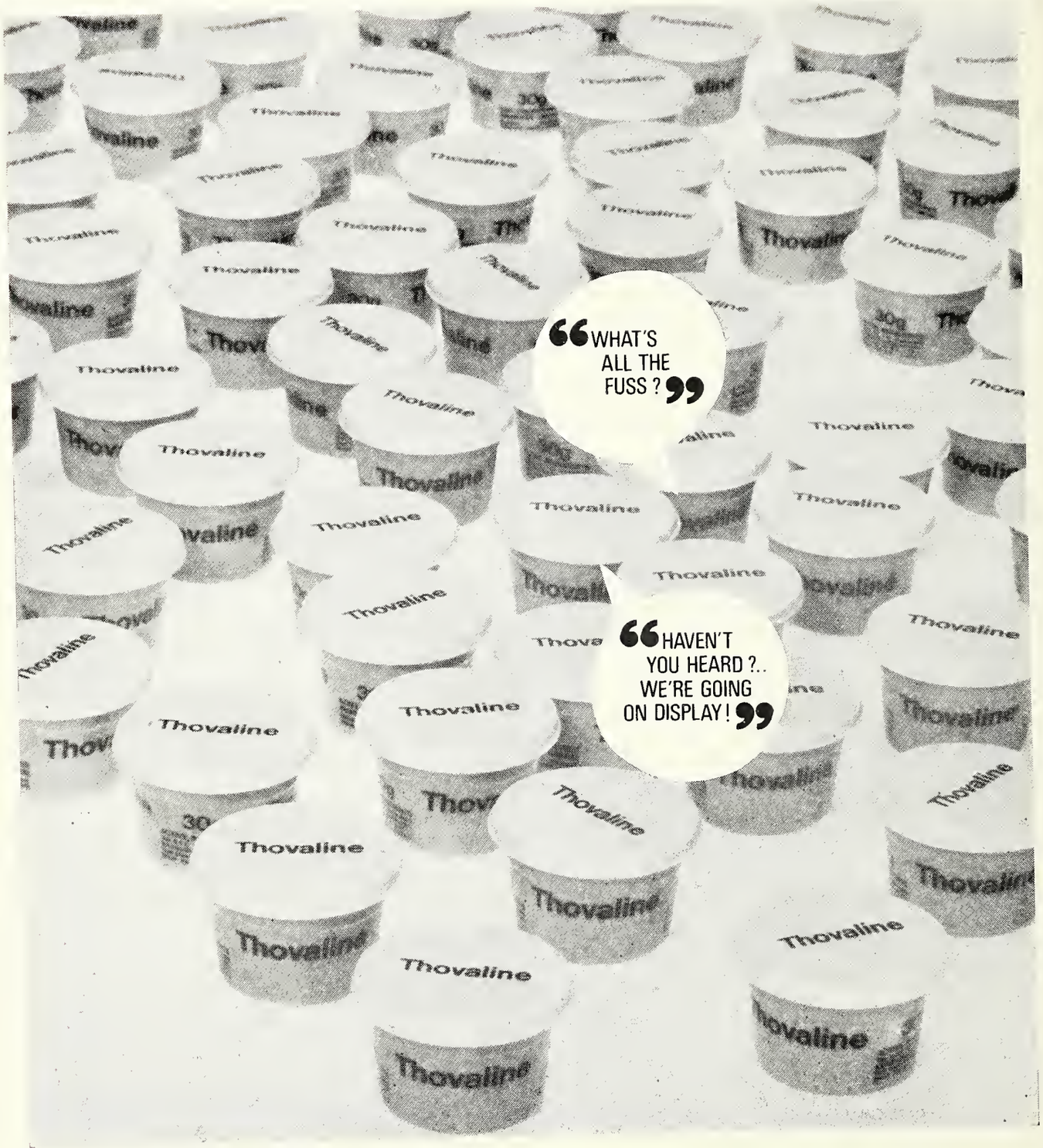
			Cost Price per doz.	Retail Price each
Plasters				
Adhesive zinc oxide B.P.C.	1yd	1in	8 9	1 1
	3½yd	1in	21 6	2 6
	5yd	1in	29 2	3 5
		2in	49 6	5 9
		3in	66 7	7 9
		4in	81 3	9 5
	10yd	1in	45 9	5 4
		2in	77 7	9 0
		3in	109 6	12 9
		4in	141 7	16 6
Dressings				
Wool (not interleaved) absorbent cotton B.P.C.		1oz	8 6	1 1
		2oz	14 3	1 9
		4oz	24 0	2 8
		8oz	43 0	4 9
		16oz	80 0	8 11
hospital		4oz	19 0	2 1
		8oz	33 0	3 8
		16oz	56 0	6 3
Lint absorbent B.P.C.		1oz	12 11	1 7
		2oz	22 6	2 10
		4oz	41 6	4 7
		8oz	77 9	8 8
		16oz	150 0	16 8
boric B.P.C.		½oz	8 11	1 1
		1oz	13 8	1 8

		Cost Price per doz.	Retail Price each
	2oz	24 3	3 0
	4oz	44 6	4 11
	8oz	81 0	9 0
Gauze absorbent B.P.C. 36in wide	½yd	7 5	11
	1yd	12 7	1 7
	3yd	27 9	3 5
	6yd	50 8	5 8
Cellulose tissue B.P.C.	16oz	52 0	6 6
wadding B.P.C.	16oz	35 0	4 5
Gauze and cotton tissue B.P.C.	2oz	14 10	1 10
	4oz	27 0	3 5
	8oz	50 0	6 3
	16oz	93 0	11 8
Standard dressings B.P.C.	No. 2	23 6	2 11
	No. 3	5 6	8
	No. 4	7 9	1 0
	No. 5	10 0	1 5
	No. 6	15 3	1 11
	No. 7	4 10	7
	No. 8	8 5	1 1
	No. 9	13 5	1 8
	No. 10	4 11	7
	No. 11	8 8	1 1
	No. 12	13 10	1 9
	No. 13	10 11	1 4
	No. 14	14 7	1 10
	No. 15	21 5	2 8

Printed by EDEN FISHER (SOUTHEND) LTD., Sutton Road, Southend-on-Sea, Essex,
for the proprietors MORGAN-GRAMPIAN LIMITED, at 28 Essex Street, Strand. London, W.C.2

ss advertisers on television.





Thovaline is now available in a special retail pack which can be sold without prescription. An attractive counter display box containing 24 handy Thovaline tubs, plus heavy promotion in Women's Magazines will introduce this old friend in a new dress to its public.

Thovaline is a high quality general purpose cream for family skin care.

Thovaline

a healing cream of quality

Order through your regular Wholesaler or, in case of difficulty, write to:
Ilon Laboratories (Hamilton) Ltd., Lorne Street, Hamilton, Lanarkshire, Scotland.

C&D
CHEMIST AND DRUGGIST

For Retailer, Wholesaler and Manufacturer

ESTABLISHED 1859

Published weekly at
28 Essex Street, Strand, London, W.C.2
TELEPHONE: 01-353 6565

Help With Trade Descriptions Problems

A RECOMMENDATION that is sure to find favour with all who have to comply with, or to enforce, the Trade Descriptions Act, 1968, is contained in the sixth report of the Advertising Standards Authority. Considering arrangements that would permit the Act to be enforced without needless prosecutions, and at the same time maintain the confidence of all concerned in advertising, the report suggests that an advisory committee should be set up, its membership drawn from weights and measures authorities, to give advice to any enforcement authority on matters of opinion. Such a committee would be able to consult the A.S.A., bodies such as the Consumer Council, or trade associations. It would also be able to make recommendations to the Board of Trade as to expressions that ought to be defined by Order.

Where an advertisement is clearly and deliberately misleading, or where the advertiser remains convinced that his advertisement is not misleading though the enforcement authority insists that it is, the case would go to the courts. Thus decisions on matters of opinion would, as the Act intends, be left to the courts and not be taken by individual authorities acting alone and perhaps in isolation.

Even without such an advisory committee, the Authority hopes that both Government and local authorities will encourage enforcement officers to consult the Institute of Weights and Measures Administration before making up their minds whether advertisements are at variance with the Act. The Institute is understood to have set up a "trade descriptions committee" to consider such approaches. According to the report, some enforcement authorities have been unwilling to give opinions because of pressure of work, or because other authorities would not be bound by their decisions, or because the enforcement function might preclude them from acting in an advisory capacity.

The report welcomes the official work by inspectors to help traders to avoid giving offence to customers or the loss of goodwill through point-of-sale practices. It points out, however, that there is a risk that traders may not know when an inspector is enforcing the law and when he is expressing a personal opinion on matters covered, not by law, but by the Code of Advertising Practice. "Unless the inspector makes it clear, this blurring of function could lead to resentment and might tend to bring the administration of the law into disrepute and to undermine the voluntary system."

Constructive points such as these, made by the Authority, should help to ensure the smooth working of the Act. The aim, after all, is not to obtain successful prosecutions against advertisers and traders but to serve the interests of consumers by preventing them from being confronted and confused by false or misleading claims.

Unjustified Discrimination

WHEN the Chancellor of the Exchequer indicated in his Budget that the selective employment tax rate must go up again later this year, he must have taken the decision in the full knowledge that he would be in disagreement with the National Economic Development Council — a body set up by the Government itself. At a meeting of the council in November 1968 (which was incidentally chaired by the Prime Minister) a report on distribution efficiency and Government policies was presented by Sir Hugh Weeks (chairman of the Economic Development Committee for the Distributive Trades). That report, a shortened form of which was published on May 5, had stressed the essential rôle of distribution in the national economy, and had emphasised the importance of efficient distribution in keeping down prices and the cost of living. It had pointed out that manufacturing and distribution were indivisible. An unsold product, however efficiently produced, was "frustrated production and net loss." Equally, a product that passed through an unnecessarily lengthy or costly distribution process became loaded with costs that might offset any benefit gained by highly efficient production. The report said the E.D.C. was particularly concerned at the harmful long-term effects of selective employment tax and the lack of investment grants. It concluded:—

> THE theoretical basis for discrimination between manufacturing and distribution of goods is, in the view of the E.D.C., unsound. The practical results do not seem to have fulfilled expectations.

The N.E.D.C. welcomed the report and congratulated Sir Hugh on the useful work being done by the Committee. Subsequently the Government had accepted that, in the long term, there was no justification for discriminating between manufacturing and distribution in relation to investment grants, though it emphasised that the balance-of-payments position made such discrimination unavoidable for the time being. The Government undertook to consider other suggestions put forward by the Distributive Trades E.D.C.

No surprise, therefore, can be felt that the Committee was "extremely disappointed" at the substantial increase in S.E.T. before the economic effects of the tax had been reported upon by the Reddaway inquiry. Sir Hugh has written to the Chancellor to express E.D.C.'s "surprise and regret" at the increase. The increased rate will, of course, accentuate the distortion of economic costs caused by anomalies such as those affecting warehouses.

Since the removal of investment incentives in January 1966 there has been a marked drop in retail investment. Expressed as a percentage of sales, investment fell from the 0·93 average in 1961-65 to 0·72 in 1966 and 0·71 in 1967. The steadily rising volume and variety of goods coming on the market cannot reach the consumer without either greater use of labour or more efficient shops, which in turn depends upon greater fixed investment—a position particularly applicable to retail pharmacists now facing increasing competition.

Pharmaceutical Society of Ireland

COUNCIL MEETING

(*Concluded from* THE CHEMIST AND DRUGGIST May 2, p. 393.)

The Council appointed Mr. O'Donnell (on the motion of Mr. M. Costello, seconded by Mr. Cashman) as its representative at the forthcoming International Pharmaceutical Federation Council meeting in Bucharest. MR. COSTELLO said he wished to make it clear that his remarks at the previous meeting (see *C. & D.*, March 22, p. 260) regarding the feasibility of attending such meetings when they were held at far away places were his personal opinion. He had not meant to convey that the Society should cut adrift and not be represented. In proposing Mr. O'Donnell he did so because he believed it was necessary to have continuity—as it took some time for a delegate to "know the ropes."

MR. CASHMAN, agreeing, said he hoped that some day problems of uniformity and standards in the various countries would be discussed at Congress, when, he hoped, their delegate would be able to add his voice. THE PRESIDENT (Mr. T. R. Miller) said that Mr. O'Donnell had represented the Council at previous Congresses and it was right that he should be sent in order to maintain continuity. He paid tribute to the manner in which Mr. Costello had represented the Council as a delegate for many years. The real "break through" was that the F.I.P. were about to set up a community pharmacy section. That would be of special interest to pharmacists in the Republic. Mr. O'Donnell returned thanks for his selection.

A report was received from the assistant registrar (Mr. Cahill) and the Society's inspector (Mr. P. Cummins) who had attended the Irish Medical Association annual congress and exhibition in Killarney, April 10-12. A pharmacy stand at the exhibition had featured two display panels which had attracted favourable comment. One panel illustrated a well-written prescription and had stressed points of legal importance in prescription writing, the other had emphasised academic pharmacy qualifications—higher degrees, career opportunities, etc. In addition a selection of forged prescriptions had been displayed and had provoked much comment. "Career in Pharmacy" brochures, and leaflets offering guidance to doctors on the details necessary for writing prescriptions in proper legal form had been distributed.

"*Dramatic Approach*" *Needed*

Some doctors had complained that pharmacists did not always observe regulations and stressed in particular the selling of antibiotics without prescription. "In general, we felt that some dramatic approach will be necessary to stimulate the interest of doctors in pharmaceutical problems. They have so many problems of a medical nature to contend with that the inter-relation of certain problems, common to both professions, may not be immediately apparent," the report commented.

THE PRESIDENT said that he had attended the Congress and felt that the mere mounting of the display had helped pharmacy.

MR. CASHMAN felt co-operation with the medical educational authorities was needed to ensure that prescriptions would be properly written. Aspiring doctors should fully understand the legal obligations involved in writing prescriptions.

MR. WALSH said the matter would have to be discussed by the Practice of Pharmacy Committee. They had learned a good deal from the exercise. Apart from approaching the educational authorities, it was necessary to do some field work. He suggested that a copy of the stand literature be supplied to each hospital pharmacist.

On the motion of THE PRESIDENT, it was agreed to write to the Irish Medical Exhibitors' Association thanking them for having invited the Society to exhibit.

Arising out of the Law Committee report, THE PRESIDENT said he had been surprised to see a pharmacy open in a Dublin supermarket at 8.45 p.m. MR. KENNELLY said that such pharmacies were dispensing prescriptions.

THE REGISTRAR (Mr. J. G. Coleman) pointed out that the Society was concerned only with ensuring that a pharmacist was on duty all the time such pharmacies were open.

The Society's Concern

Replying to Mr. R. J. Power, THE REGISTRAR stated that he had received a reply from the Department of Health stating that the Council's application to have a pharmacist appointed to the Hospitals' Joint Services Board (which deals with matters relating to sterilisation in hospitals) was receiving attention.

Apologies for absence were received from Miss L. Cunniffe and Messrs. M. Power, J. B. Murphy and J. O'Farrell.

The registrar reported the deaths of John Corcoran, M.P.S.I. and Cornelius Keane, M.P.S.I.

The Licence Certificate of Patrick Robert Lalor, The Medical Hall, Monasterevan, co. Kildare, was signed and sealed.

Peter A. O'Connor, 20 Elgin Road, Ballsbridge, Dublin, 4, and Brian J. Owen, 82 Willow Park Grove, Ballymun, Dublin, 11, were elected to membership.

The name of Timothy S. Maher, L.P.S.I. (1854), was restored to the Register.

The following changes of address were noted:—Mrs. Elizabeth Murphy, L.P.S.I., to 33 Mitchley Avenue, Purley, Croydon, Surrey, England; Mrs. Helen T. O'Flynn, M.P.S.I., to 53 Cholmeley Park, London, N.6; Mrs. Anne Reilly, L.P.S.I., to 53 Market Street, Cootehill, co. Cavan; Miss Eileen Sullivan, M.P.S.I., to Aron, Cork Road, Mallow; Mr. Joseph A. Burke, M.P.S.I., to Wine Street, Sligo; Mr. C. Cosgrave, L.P.S.I., to 34 Bell Boulevard, Bayside, New York 11361, United States; Mr. Finian St. L. Harty, M.P.S.I., to Castledemene, Tralee, co. Kerry; Mr. John Keogh, M.P.S.I., to 38 Pearse Street, Mullingar, co. Westmeath; Mr. Thomas E. Quirke, R.D., to 4 Oaklands Crescent, Highfield Road, Rathgar, Dublin, 6.

The following were nominated for membership:—Mrs. Anne Reilly, L.P.S.I., 53 Market Street, Cootehill, co. Cavan; Mr. Francis D. Fortune, L.P.S.I., 82 North Main Street, Wexford; Mr. Alexander Hughes, L.P.S.I., 51 Frascati Park, Blackrock, co. Dublin; Mr. Timothy S. Maher, L.P.S.I., Piccadilly Circus, London, W.1; Mr. Patrick C. Singleton, L.P.S.I., 39 Maywood Park, Raheny, Dublin, 5; Dr. Thomas P. Smyth, L.P.S.I., Redhills, co. Cavan.

A number of grants were passed for payment at a meeting of the Benevolent Fund, which followed.

ON THE SIDELINES

★ A QUESTION OF FACT ★

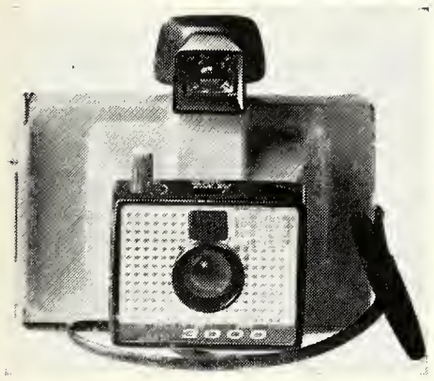
WINE and cheese parties have appeared in some of the programmes arranged by branch secretaries of pharmaceutical organisations. Some, indeed, have reported such meetings to be the most successful means of attracting members outside the faithful few. It would now appear that such gatherings may not be within the law. According to a report in the *Sun* (April 25) the local political association at Basildon has been told by the police that 3s. 6d.-a-head wine-and-cheese parties may not be put on unless a liquor licence is held. The report states "The policeman was very nice but quite firm." The political party headquarters in Billericay commented: "People attending these functions are not necessarily paying for the wine, but for the cheese and company. We will have to try to find a way round the difficulty." Secretaries, be warned! In journalistic terms, much depends upon how the copy is presented. It could well be that "Free wine. Cheese 3s. 6d." might attract a greater number of members to a meeting. But it is as well to be sure in advance that your stratagem would be permitted.

C & D Photographic Equipment Reviews

Polaroid Model 3000 Land camera. Made in the U.S.A. and distributed in Britain by Polaroid (U.K.), Ltd. Price £14 19s. 6d.

THE Model 3000 is the second in the range of three new cameras which is being introduced by Messrs. Polaroid this year. The format is the larger size of 3¼ x 4¼ inches for black-and-white pictures on eight-exposure Type 107 Land filmpacks. Although it is similar in many respects to the Polaroid Model 20 Swinger camera introduced in Britain three years ago the picture size is about 70 per cent. bigger. The overall size and design, however, is closer to that of the Polaroid Colorpack II Land camera which, with the Swinger II, completes the range.

Apart from the control facilities and the lens, the body of the Model 3000 is



the same shape as that of the Colorpack II but in this instance it is moulded from polished grey plastic, with a black viewfinder assembly (fitted with a soft plastic eye cup) and a black rectangular lens panel with an inset lenticulated translucent panel. Looking at the camera from the front, at the top left-hand corner of the lens panel is the combined shutter-release knob and the photometer control, similar to that on the Swinger II. The latter is used by squeezing and rotating it. The lens is placed centrally and immediately above it is the window of the photometric device. Above that, in turn, on the top flange is a window within which there is a movable pointer and scale, which is used only when flash photography is to be done. To the extreme right of this is a round hole into which an AG-1 flashbulb may be inserted—the light from it is spread by the prisms of the lenticulated translucent panel in the front upper right-hand corner.

As with the Colorpack II one of the most interesting features of the Model 3000 is the combined wrist-strap and T-bar handle. By providing, in effect, a single-point suspension opposite to the point at which the tabs and the exposed film are drawn from the camera the manufacturers have certainly made it much easier to do that in the required straight line, avoiding pulling on the skew with possible jamming of the camera. It is almost impossible to pull sideways. The instruction book makes it clear how the camera should be handled throughout—anyone who obtains poor pictures has no one but him- or herself to blame for not having taken note of the maker's polite request to spend a few minutes learning how to use the equipment, how to load it and so on, and how to recognise faults if there are any.

The photometer device is the now well-known one of a red-and-black chequerboard pattern seen in the lower of two windows in the viewfinder. Squeezing and rotating the ribbed red knob changes this to a "Yes" indication which, at its clearest, indicates the correct exposure setting. It is simple to use and provides good results.

The shutter speed is a fixed one at 1/200 sec which, unless the camera is completely mishandled, should be short enough to avoid blurred images from camera shake. The lens is of fixed focus and the distance setting scale (when flash is used), in effect, controls the iris aperture—closing it for close distances and opening it when the subject is further away.

A series of practical tests were carried out, both outdoors and indoors with flash, and the results are good. At a time when prices always seem to be rising it is surprising that a camera and film to provide 15-second black-and-white pictures of very acceptable quality can be sold at prices far lower than when the system was introduced twenty-one years ago, during which period the value of money has consistently deteriorated.

Packing and presentation are simple and good—the camera rests in depressions in two expanded foam plastic inserts at the bottom and the top of a white card carton so that no part of the camera touches the walls of the carton.

Polaroid Swinger II Land camera. Made in Britain and distributed by Polaroid (U.K.), Ltd. Price £6 19s. 6d.

THIS is the simplest and least expensive in the range of three new models introduced on to the British market this spring. It follows in the Swinger tradition and uses Polaroid Land film Type 20 giving eight 3¼ x 2½ in format pictures. The Model II retains the photometer exposure control which indicates the correct exposure when the word "Yes" appears most clearly in the viewfinder.

The principal components of the body are moulded in light grey plastic material, with a black moulded viewfinder assembly (having a soft plastic eye cup) and black rectanguar lens panel. Looking at the front of the camera, at the top left-hand corner of the front panel is the combined shutter release knob and the photometer control. The latter is actuated by squeezing and rotating it. The lens is placed centrally and immediately above it is the window of the control device with a scale and pointer above that on the upper edge of the panel, visible through a small window. At the right-hand side of the panel is a pair of sockets to receive the mounting and connection pins of the flash accessory.

Provided the instruction book is carefully read and its directions properly followed the camera is simple to use either for straightforward or for flash pictures. The viewfinder gives an image about half natural size; it is easy enough to switch one's eye from the finder area to the exposure indicating area, within which the chequerboard pattern appears and disappears as the word "Yes" is found.

To avoid spoilt pictures due to camera shake—still a prevalent cause of many amateur's failures—the shutter is speeded to 1/200 sec. For flash photography the moving scale and pointer is used to set the distance of the subject from the camera . . . in point of fact it is a simple iris control and not a method of focusing. The back of the camera has a lever lock which also serves to bring into contact, under pressure, the pair of rollers necessary for processing the film by breaking the developer pod. The development of the image takes place outside the camera body in the usual 15 seconds for black-and-white material of this type.



The flash accessory is the Model 259 flashgun, with a black moulded casing, measuring about 2 in high, 1¼ in wide and about ¾ in deep, having a lenticulated translucent front panel. It accepts the inexpensive type AG-1 flashbulb. The mounting and connection pins are spaced about 1 in apart and project about ½ in from the left-hand side of the casing. In the back there is a tiny tilting lever for ejecting a spent hot bulb. It weighs barely ¾ oz.

Presentation and packing is in a card carton with expanded foam plastic liners for protection of the camera—they hold the body clear of the walls of the carton.

Simple practical tests were made with the camera both indoors and outdoors and no trouble was experienced in handling it and in producing acceptable pictures within the specified time. The acknowledged success of the first Swinger model is more than likely to be repeated with the Model II.

Kodak Instamatic 133 camera. Made in Britain by, and distributed by Kodak, Ltd. Supplied as a "colour outfit." Price £7 7s. 5d. Carrying case 18s. 4d. extra.

THIS is the second of three simple and inexpensive cameras in the series,

which also includes the Models 33 and 233, introduced late in 1968. The body is fabricated from black plastic mouldings; it has an integrally hinged back, the front rim and lens mount have a bright metal finish, a flat bar release on the top right-hand side of the front edge, a single-point fixing for the fabric wrist strap and a built-in rotating holder for a flash-cube. The finish is attractive.

The viewfinder gives an image which is about two-thirds of the size of the scene before the camera and is crisp, clear and easy to use. The lens is a fixed-focus type, with a focal length of 43mm (about $1\frac{5}{8}$ in) and the fixed aperture is f/11; its mount may be rotated through about 30° from one position, having a "bright sun" symbol to another with an "obscured sun" plus "flash" symbol. The partial rotary movement changes the shutter speed from 1/80 to 1/40 second.

As with the model 33 (reviewed in *C. & D.* photographic supplement, March 29, p. 19) the instruction leaflet is absolutely clear and concise and, in addition to the basic information about opening, loading and using the camera, which relies principally on pictograms, there are four others showing how the battery compartment is opened, the way in which the Mallory long-life PX 23 battery is inserted, the lid of the compartment slid back into place and the flashcube plugged into the receptacle on the top plate of the camera.

The film-transport and shutter-setting are coupled together, to avoid double exposure, and operated by a quarter-turn of the knurled-edged $1\frac{3}{8}$-in diameter flat knob at the right-hand end of the camera. It is easy to use with a firm sweeping movement of the thumb across the back plane of the body, over which part of the circumference of the knob protrudes. There is no tripod bush but that is not really essential on a simple camera without slow speeds or a "T" setting on the shutter.

From straightforward practical tests that were carried out with the camera it is evident that it is good value for money and that it will produce acceptable results under ordinary working conditions.



The presentation is in a double-walled card carton with an expanded-foam-plastic base inner, into the recesses in which the camera and wrist-strap, a cartridge of 126 Kodacolor-X film, a flashcube, and a Mallory PX 23

PHOTOGRAPHIC DATA SHEETS

THE CHEMIST AND DRUGGIST Data Sheet

POLAROID SWINGER II LAND CAMERA

FILM SIZE: Nominal $3\frac{1}{4}$ x $2\frac{1}{2}$ in, actual picture area $2\frac{7}{8}$ x $2\frac{1}{8}$ in (73 x 54 mm).
MANUFACTURER: Polaroid (U.K.) Ltd., Rosanne House, Welwyn Garden City, Herts.
DISTRIBUTOR: As above
LENS: f/17 to f/96; fixed focus
SHUTTER: 1/200 sec
FEATURES: 15-second black-and-white pictures
ACCESSORIES: Plug-in flash accessory, AG-1 bulbs
DIMENSIONS: $6\frac{1}{8}$ x $4\frac{5}{8}$ x $5\frac{1}{8}$ in (156 x 118 x 131 mm)
WEIGHT: 19 oz (538 g)
IN PRODUCTION: Early 1969
DATE OF REVIEW: May 10, 1969
RECOMMENDED RETAIL PRICE: £6 19s 6d. Model 259 flashgun, 14s. 11d.

THE CHEMIST AND DRUGGIST Data Sheet

INSTAMATIC MODEL 133 CAMERA



FILM SIZE: 126 cartridge instant loading
MANUFACTURER: Kodak Ltd., Kodak House, Kingsway, London, W.C.2.
DISTRIBUTOR: As above.
LENS: 43-mm f/11 fixed aperture, fixed focus
SHUTTER: 2-speed; 1/80 and 1/40 sec
FEATURES: Excellent instructions, built-in flash
ACCESSORIES: Carrying case
DIMENSIONS: $4\frac{1}{2}$ x $2\frac{3}{4}$ x $2\frac{1}{8}$ in (115 x 70 x 54 mm)
WEIGHT: 7 oz (218 g)
IN PRODUCTION: LATE 1968
DATE OF REVIEW: May 10, 1969
RECOMMENDED RETAIL PRICE: Camera as complete colour outfit £7 7s. 5d. Carrying case 18s. 4d.

THE CHEMIST AND DRUGGIST Data Sheet

POLAROID MODEL 3000 LAND CAMERA

FILM SIZE: Nominal $3\frac{1}{4}$ x $4\frac{1}{4}$ in, actual picture area $2\frac{7}{8}$ x $3\frac{3}{4}$ in (73 x 95 mm)
MANUFACTURER: Polaroid Inc., Cambridge, Mass. U.S.A.
DISTRIBUTOR: Polaroid (U.K.), Ltd., Rosanne House, Welwyn Garden City, Herts.
LENS: f/17 to f/96 fixed focus
SHUTTER: 1/200 sec
FEATURES: 15-second black-and-white pictures; T-bar suspension facilitating straight withdrawal of tabs and material; built-in flash.
ACCESSORIES: None
DIMENSIONS: $6\frac{3}{4}$ x $5\frac{1}{2}$ x $5\frac{1}{2}$ in (171 x 140 x 140 mm)
WEIGHT: 21 oz (595 g)
IN PRODUCTION: Early 1969
DATE OF REVIEW: May 10, 1969
RECOMMENDED RETAIL PRICE: £14 19s. 6d.

THE CHEMIST AND DRUGGIST Data Sheet

INSTAMATIC MODEL 233 CAMERA



FILM SIZE: 126 cartridge instant loading
MANUFACTURER: Kodak Ltd., Kodak House, Kingsway, London, W.C.2
DISTRIBUTOR: As above
LENS: 41-mm f/6·6 stopping down to f/20, fixed focus
SHUTTER: Set according to weather condition symbol, in conjunction with the lens aperture
FEATURES: Excellent instructions, built-in flash with flash-distance scale control of aperture
ACCESSORIES: Carrying case
DIMENSIONS: $4\frac{1}{2}$ x $2\frac{3}{4}$ x $2\frac{3}{8}$ in (115 x 70 x 60 mm)
WEIGHT: 8 oz (249 g)
IN PRODUCTION: Late 1968
DATE OF REVIEW: May 10, 1969
RECOMMENDED RETAIL PRICE: Camera as complete colour outfit £10 18s. 8d. Carrying case 18s. 4d.

SORE THROATS DON'T END ON MAY 31st

'TYROZETS' SPRING BONUS OFFER DOES-ACT NOW!

Summer may be on the way but that doesn't mean the end of the sore throat season. So make sure you have stocks of 'Tyrozets' at the ready—reap the benefits of the special spring bonus offer before it ends on May 31st.

Each 'Tyrozets' Lozenge contains 1 mg tyrothricin and 5 mg benzocaine. Retail price is 2s 6d per vial of 12 (exempt from purchase tax).

Open to chemists only

Ask our Representative for details or write to :

MSD

Merck Sharp & Dohme Limited, Hoddesdon, Hertfordshire

Telephone, Hoddesdon 67123

'Tyrozets' is a registered trademark

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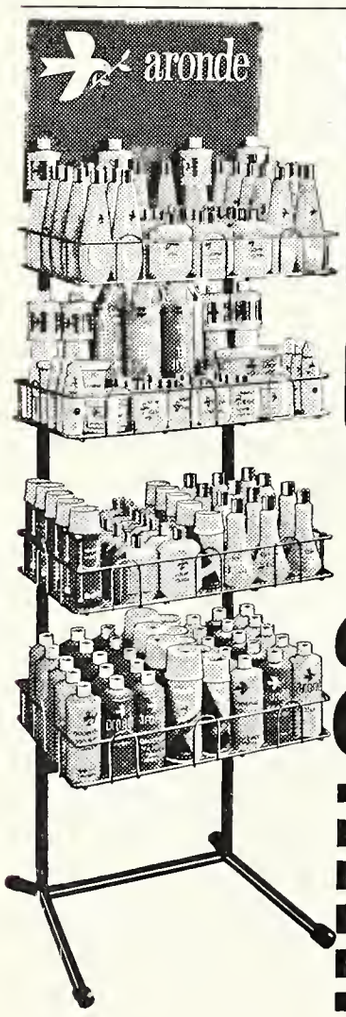


When your customer asks about head lice, recommend Quellada shampoo

Your customer needs reassurance that the problem is not uncommon – and a remedy that is quick and effective. Here you can safely recommend QUELLADA shampoo – *one application* is usually enough to kill and remove head lice and nits *completely.* It's also worth reminding your customer that infestation is spread by contact – other members of the family should be examined and, if infested, treated promptly with QUELLADA shampoo. QUELLADA shampoo is pleasant and easy to use. It contains 1% gamma benzene hexachloride in a specially formulated detergent base. Like QUELLADA lotion (for the treatment of scabies) it is widely prescribed and worthy of your professional endorsement.

recommend QUELLADA shampoo

Stafford-Miller Ltd., 166 Great North Rd., Hatfield, Herts.



bring big new sales to your counter with the aronde display

Fast-moving Aronde has the proven merit of successful REPEAT sales! And this year, as before, your big profits with these low cost beauty lines are assured by powerful, eye-catching advertising which will be seen by more than 11,000,000 women . . . . **your** customers amongst them! Bright full-colour spaces in **Women's Own**—backed up by good, regular black-and-white spaces designed to keep your cash register ringing steadily. Record-breaking Aronde sales are promoted by **free** point-of-sale aids and space-saving metal display stands, too, showing your customers the full, eye-catching Aronde range.

There are over 3,000 Aronde stockists—why not join the happy family by asking our Representative for details . . . and remember, the Aronde success story is based on unmatched quality and service. Post the coupon and we'll tell you more!

cut out here

I want fast sales and big profits – please ask your representative to call and help me to get them!

Name .....

Address .....

..... CD/10/5

Post to: ARONDE LABORATORIES LTD., Sherbourne Avenue, Binstead, Ryde, Isle of Wight. Tel: Ryde 3761

battery are packed together with the instruction booklet. The hinged-lid carton is provided with an outer sleeve for dispatch.

Kodak Instamatic 233 camera. Made in Britain by, and distributed by Kodak, Ltd. Supplied as a "colour outfit": £10 18s. 8d. Carrying case 18s. 4d. extra.

THIRD camera in the series, which includes the Models 33 and 133, is the 233—it was also introduced late in 1968 and is now featured in equipment sales based on selling complete outfits as distinct from individual cameras.

The body is generally similar in appearance to the Model 133 in that it is fabricated from black plastic mouldings; it has an integrally hinged back, the front rim and lens mount have a bright chrome trim, a flat bar release on the top right-hand front edge, a single-point fixing for the fabric wrist strap and a built-in rotating flashcube holder approximately in the middle of the top plate. The finish is appealing.

The viewfinder, which has an inner bright-line frame, shows the scene before the camera approximately two-thirds life size. It is clear and easy to use and the demarcation of the picture area is good. The lens in this model a Reomar which is different from the other two, having three elements and being coated although it is still of the fixed-focus type. Focal length is 41 mm (a little less than $1\frac{5}{8}$ in) and the maximum aperture is f/6·6 stopping down to f/20. The mount rotates through about 180° and around its half circumference there is a series of symbols covering outdoor use and also flash operation. If the mount is turned the square-shaped iris will be seen to open from its minimum position to the full aperture of the lens and then to close again to the smallest stop. The five "weather" symbols indicate sun and sea, bright sun, obscured sun, light cloud and dark cloud, while the flash section has distance scalings at the points 12, 9, 6 down to 4 feet (with corresponding metre scalings of 4, 3, 2, 1·2).



The instruction booklet follows the pattern of those supplied with the other two cameras in this series and is equally explicit with simple outline diagrams covering the mode of operation of the camera. All the essential points are dealt with in bold, easy stages.

Shutter-setting and film-transport are coupled together to avoid double exposures and operated by a large diameter (about $1\frac{3}{8}$ in) flat knob positioned at the right-hand end of the camera top plate. Part of the circumference of this knob projects over the back edge of the camera so that a firm sweeping movement of the thumb across the rear plane of the camera is all that is necessary to rotate it through a quarter-of-a-turn to advance the film from one exposure to the next. There is no tripod bush but the base of each of the cameras in this series is flat enough to enable any of them to be positioned securely should the occasion arise when this is desirable.

Practical tests were made with the camera and from them it was clear that it is a workmanlike job, that it will produce good pictures and that it is good value for money.

Presentation is in the form of a double-walled card carton, having an inner base component of expanded-foam-plastic with recesses to accommodate the camera itself, its wrist-strap, a cartridge of 126 Kodacolor-X film, a flashcube and the necessary Mallory PX battery, as well as the instruction booklet to which reference has been made. The hinged-lid carton is provided with an outer sleeve for dispatch.

"Discriminate" Use of Drugs in Husbandry

The problems of transferred drug resistance in the next ten years and methods of combating them were discussed by a speaker at the Pharmaceutical Society's Agricultural and Veterinary Group's annual meeting.

THE phenomenon of transferred drug resistance might well have implications for intensive livestock husbandry said MR. WALTER R. SMITH (director, National Agricultural Advisory Service, Ministry of Agriculture, Fisheries and Food) at the annual meeting of the Pharmaceutical Society's Agricultural and Veterinary Pharmacy Group on April 27. "In the end," he believed, "it would be a question of the discriminate use of drugs used strategically and in conjunction with good husbandry, whether for animals intensively stocked on grassland or in buildings."

Future Development

Mr. Smith was discussing the future development of agricultural and animal husbandry in Great Britain and limited his forecast to the next ten years. Beyond that it was difficult to forecast possibilities because developments from research could well have dramatic effects (he mentioned protein from oil; synthetic food for humans; by-passing of the animal).

Poultry producers would compete with each other for the available market, and the efficient would expand at the expense of those less capable. The pig industry was "on the move" and fully intensive breeding, rearing and fattening for specific markets under contract would develop still further.

Farming would be still further intensified, would be more difficult and expensive to carry out; and would be an evolutionary process. Cereal growing would remain important, but the "grass break" would assume importance for soil structure and crop-disease control. There would be further mechanisation, of farming, and sharing of machinery and of the farm services would develop because of the high cost of heavy tackle and because of "skeletal" labour forces. Contract growing of field-scale vegetables would expand, and co-operation in marketing would make a further impact. The dairying industry would continue to modernise its buildings, and beef production would increase, with fully intensive systems co-existing with traditional methods.

In the uplands, sheep and cattle production would expand.

Replying to MR. MERVYN MADGE, Plymouth, Devon, MR. SMITH said he was aware of the work concerning the feeding of sterilised poultry excreta to other species. "It does not seem very healthy."

MR. KEITH JENKINS, Bovington, Herts, suggested sheep-rearing farmers were prejudicing the health of their flocks by "buying in," but MR. SMITH remarked that it was possible to buy in healthy stock. There was often a good case for doing so, in that there was "a saving of land;" otherwise it was hazardous.

MR. D. S. SPARSHOTT, West Bridgford, Notts, was told that it was possible to produce two crops of lambs a year, but MR. SMITH "did not think there was much in it." There was a tendency for the farming to "get out of balance." However, if really intensive systems were developed "multiple lambing would come into its own." The production of twin calves, he told another questioner seemed O.K. in theory but in practice had not worked; twin calving seriously affected the cow.

Business Session

During the Group's annual meeting, MR. K. W. YOUINGS, Castle Cary, Somerset, asked if photographs could be published of candidates for election to the group committee, MR. D. WRIGHT, Kirbymoorside, said it was unfortunate that little publicity was given to group committee meetings. What, he wanted to know, had the Society said to the committee that was considering the use of antibiotics? MR. J. FERGUSON (assistant secretary of the Society) explained that it was the general policy of the Council not to give information presented to expert committees until they had had an opportunity to consider it. At the end of the session MR. W. M. DARLING (vice-president) made reference to pharmacists' interviews with Mr. Crossman over rural dispensing.

GUIDE TO NEW MEDICAMENTS

Information about proprietary products supplied principally on prescription. Reprints on perforated gummed paper for affixing to index cards are obtainable from the Editor. Notes on the products are given on p. 424

THE CHEMIST AND DRUGGIST Guide to New Medicaments, May 10, 1969

ASILONE suspension

MANUFACTURER: Berk Pharmaceuticals, Ltd., Catteshall Lane, Godalming, Surrey.

DESCRIPTION: White anise-mint flavoured suspension containing 125 mg of polymethylsiloxane, 420 mg of aluminium hydroxide gel and 70 mg of light magnesium oxide in each 5ml.

INDICATIONS: Heartburn in pregnancy or hiatus hernia; dietary or drug-induced gastritis and dyspepsia; flatulence and abdominal distension.

DOSAGE: One or two 5-ml spoonfuls should be taken before meals and at bedtime.

STORAGE: Should be protected from freezing.

SHELF LIFE: Three years.

PACK: Bottle of 300 ml.

FIRST ISSUED: April 1969.

THE CHEMIST AND DRUGGIST Guide to New Medicaments, May 10, 1969

SINEQUAN capsules

MANUFACTURER: Pfizer Ltd., Ramsgate Road, Sandwich Kent.

DESCRIPTION: Capsules containing doxepin hydrochloride equivalent to 10 mg doxepin (opaque-orange capsules, coded SQN10), 25 mg doxepin (opaque-blue cap/opaque-orange body capsules, coded SQN25), 50 mg doxepin (opaque-blue capsules, coded SQN50).

INDICATIONS: Treatment of mental illness. Effective in the treatment of anxiety, depression and mixed anxiety and depression.

CONTRAINDICATIONS: Glaucoma; urinary retention.

DOSAGE: Depending on the severity of the condition, 30 mg to to 300 mg daily. The daily dosage should be administered in three divided doses.

SIDE EFFECTS: Anti-cholinergic effects have been reported which are usually dose related, mild and transient. Tremor has been noted at higher dose levels. Drowsiness has been observed. Although animal reproduction studies have not reported any teratogenic effect, Sinequan should be used in pregnancy only when the physician deems it necessary for the welfare of the patient.

PACKS: 10 and 25 mg capsules in bottles of 100 and 500; 50 mg capsules in bottle of 100.

SUPPLY RESTRICTIONS: Recommended on prescription only.

FIRST ISSUED: May 1969.

THE CHEMIST AND DRUGGIST Guide to New Medicaments, May 10, 1969

WHATMAN sodium cellulose phosphate sachets

MANUFACTURER: Whatman Biochemicals, Ltd., Springfield Mill, Maidstone, Kent.

DESCRIPTION: Single-dose sachets each containing 5g of sodium cellulose phosphate (an ion-exchange substance with a particular affinity for divalent cations).

INDICATIONS: To diminish calcium absorption from the diet in idiopathic hypercalciuria and in osteopetrosis.

CONTRAINDICATIONS: Renal failure.

DOSAGE: *Adults*: 15 g daily divided as three 5 g doses with meals. *Children*: 10 g daily divided as three doses with meals. With this regimen, patients need only avoid excess (over one-quarter pint per day) of milk and excess of cheese (over 5 oz per week).

STORAGE: Should be stored in a cool place.

PACKS: Containers of 100 and 300 sachets.

SUPPLY RESTRICTIONS: Recommended to be supplied on prescription only.

FIRST ISSUED: April 1969.

THE CHEMIST AND DRUGGIST Guide to New Medicaments, May 10, 1969

UVISTAT-L ultraviolet screen for lips

MANUFACTURER: Ward, Blenkinsop & Co., Ltd., Fulton House, Empire Way, Wembley, Middlesex.

DESCRIPTION: Solid stick, suitable for application to lips, containing 4 per cent. of mexenone.

INDICATIONS: Prevention of photodermatitis to the lips (including actinic cheilosis) and herpes labialis.

METHOD OF USE: A thin layer should be applied frequently to the lips. Should be reapplied after meals, swimming or washing.

FIRST ISSUED: May 1969.

THE CHEMIST AND DRUGGIST Guide to New Medicaments, May 10, 1969

ESTROVIS tablets

MANUFACTURER: William R. Warner & Co., Ltd., Eastleigh, Hants.

DESCRIPTION: Pink-coloured biconvex tablets having one side marked with "W" monogram, the other side "Estrovis 4." Each tablet contains 4 mg of quinestrol.

INDICATIONS: Inhibition of lactation; suppression of established lactation.

CONTRAINDICATIONS: Presence of known or suspected carcinoma of the breast or reproductive organs.

DOSAGE: *Inhibition*: One tablet should be given within six hours of delivery. Symptoms of lactation may occasionally develop on the fourth to sixth day and should be treated expectantly. Only if the symptoms persist and prove troublesome should a second tablet be necessary. *Suppression*: One tablet, followed by a second forty-eight hours later.

SIDE EFFECTS: Very rarely, nausea and vomiting have been reported.

PACK: Pack of twenty, designed so that tablets may be dispensed one or two at a time.

SUPPLY RESTRICTIONS: P.I., S.4B.

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THE CHEMIST AND DRUGGIST Guide to New Medicaments, May 10, 1969

JECTORAL tablets

MANUFACTURER: Astra-Hewlett, Ltd., King Georges Avenue, Watford, Herts.

DESCRIPTION: Tablets each containing 300 mg of ferrous glycine sulphate (52 mg elemental iron) and 100 mg of sorbitol.

INDICATIONS: Iron deficiency anaemia.

DOSAGE: One tablet three times daily.

PACK: Container of 100.

SUPPLY RESTRICTIONS: Recommended on prescription only.

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THE CHEMIST AND DRUGGIST Guide to New Medicaments, May 10, 1969

JECTORAL F tablets

MANUFACTURER: Astra-Hewlett, Ltd., King George's Avenue, Watford, Herts.

DESCRIPTION: Tablets each containing 300 mg of ferrous glycine sulphate (52 mg elemental iron) 100 mg of sorbitol and 300μ-g of folic acid.

INDICATIONS: Prevention of iron-folic acid deficiency anaemia in pregnancy.

CONTRAINDICATIONS: Pernicious anaemia.

DOSAGE: One tablet daily.

PACK: Thirty tablets in a push-through foil pack.

SUPPLY RESTRICTIONS: Recommended on prescription only.

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THE CHEMIST AND DRUGGIST Guide to New Medicaments, May 10, 1969

RIFADIN capsules

MANUFACTURER: Lepetit Pharmaceuticals, Ltd., Dulux House, High Street, Slough, Bucks.

DISTRIBUTOR: Macarthys, Ltd., Chesham House, Chesham Close, Romford, Essex.

DESCRIPTION: Blue and red hard gelatin capsules each containing 150 mg of rifampicin. Dark red capsules marked "Lepetit" on each half, each containing 300 mg of rifampicin.

INDICATIONS: Tuberculosis.

CONTRAINDICATIONS: Pregnancy, liver dysfunction, hypersensitivity to the rifamycins.

DOSAGE: *Adults*: An average single daily dose of 450-600 mg. This is based on a dosage schedule ranging from 8-12 mg per kg (3·6-5·4 mg per lb.) bodyweight. *Children*: A single daily dose of up to 20 mg per kg (9 mg per lb.) bodyweight (a single daily dose should not exceed 600 mg). Rifadin should be taken before breakfast.

SIDE EFFECTS: Gastro-intestinal disturbances and hypersensitivity reactions (*see manufacturer's literature*).

SHELF LIFE: Three years when stored at room temperature.

PACKS: 150 mg capsules in packs of twenty-four and 100; 300 mg capsules in packs of twelve and 100.

SUPPLY RESTRICTIONS: Therapeutic Substances Act.

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THE CHEMIST AND DRUGGIST Guide to New Medicaments, May 10, 1969

BACTRIM Roche syrup

MANUFACTURER: Roche Products, Ltd., 15 Manchester Square, London, W.1.

DESCRIPTION: Suspension containing 40 mg of trimethoprim and 200 mg of sulphamethoxazole in each 5 ml of syrup.

INDICATIONS: Chronic bronchitis; prophylaxis and treatment of acute exacerbation; urinary tract infections; gonorrhoea; other infections caused by a wide range of pathogenic bacteria. Suitable for children and the elderly.

CONTRAINDICATIONS: Use during the first month of life or in pregnancy; sulphonamide sensitivity.

DOSAGE: *Children* (under 2 years) 2·5 ml twice daily; (2-6 years) 2·5-5 ml twice daily; (6-12 years) 5-10 ml twice daily. *Adults*, 10-20 ml twice daily.

SIDE EFFECTS: Malaise, nausea and vomiting, skin rashes.

PACK: Bottle of 100 ml.

SUPPLY RESTRICTIONS: P.I., S.4B.

FIRST ISSUED: March 1969.

THE CHEMIST AND DRUGGIST Guide to New Medicaments, May 10, 1969

DUPHALAC (lactulose) syrup

MANUFACTURER: N. V. Philips-Duphar, Apollolaan 151, Amsterdam, Holland.

DISTRIBUTOR: Crookes Laboratories, Ltd., Telford Road, Houndmills Estate, Basingstoke, Hants.

DESCRIPTION: Pale yellow viscous liquid with a sweet taste and odour of oranges containing 50 per cent. w/w of lactulose.

INDICATIONS: Constipation; portal systemic encephalopathy.

DOSAGE: Constipation, only one daily dose, preferably after breakfast. *Adults* with obstinate chronic constipation should start with six to nine 5-ml spoonfuls, with maintenance dosage of three to five 5-ml spoonfuls. In less severe cases, starting dose is three to six 5-ml spoonfuls, one to three maintenance. *Children* (6-14 years) should receive two to three 5-ml spoonfuls to start followed by one to two 5-ml spoonfuls maintenance. Half that starting dose is recommended for younger children and half to one 5-ml spoonful for babies. Portal systemic encephalopathy. Initially six to ten 5-ml spoonfuls thrice daily, adjusted subsequently to produce two or three soft stools each day.

SIDE-EFFECTS: No serious side effects have been reported. Flatulence sometimes occurs during the first few days of treatment. Griping and diarrhoea are a sign of overdosage. No studies have been carried out in pregnant women and Duphalac should, therefore, be used with caution in pregnant women who are constipated. However it is unlikely that it would be contraindicated during pregnancy.

STORAGE: Should be stored in a cool place.

PACKS: Bottles of 200 ml and 2 l.

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THE CHEMIST AND DRUGGIST Guide to New Medicaments, May 10, 1969

LIMBITROL 10 and LIMBITROL 5 capsules

MANUFACTURER: Roche Products, Ltd., Welwyn Garden City, Herts.

DESCRIPTION: LIMBITROL 10: Pink and dark green capsules each containing 25 mg of amitriptyline (as the hydrochloride) and 10 mg of chlordiazepoxide. LIMBITROL 5: Pink and mid-green capsules each containing 12·5 mg of amitriptyline (as the hydrochloride) and 5 mg of chlordiazepoxide.

INDICATIONS: Mixed anxiety and depression, whichever may be predominant. Anxiety masking depression, depression with secondary anxiety, depression secondary to anxiety, phobic anxiety with or without depression, psychosomatic symptoms associated with anxiety and depression.

CONTRAINDICATIONS: Glaucoma; prostatic enlargement. Concurrent administration of monoamine-oxidase inhibitors.

DOSAGE: LIMBITROL 10: One capsule three times daily. The dosage may be increased to six capsules daily in severe cases or reduced to one or two capsules daily for maintenance. LIMBITROL 5: May be used in elderly patients and other patients requiring a lower dosage.

PRECAUTIONS: As for other tricyclic antidepressants (*see manufacturer's literature*).

SIDE EFFECTS: Drowsiness during the early stages of treatment; anticholinergic effects.

PACKS: Containers of 100 and 500.

SUPPLY RESTRICTIONS: P.I., S.4B.

FIRST ISSUED: April 1969.

THE CHEMIST AND DRUGGIST Guide to New Medicaments, May 10, 1969

PROTHIADEN capsules

MANUFACTURER: Basingstoke Pharmaceuticals, Ltd.

DISTRIBUTOR: Crookes Laboratories, Ltd., Telford Road, Houndmills Estate, Basingstoke, Hants.

DESCRIPTION: Red and brown hard gelatin capsules each containing 25 mg of Prothiadene (equivalent to 22·2 mg of 11-(3-dimethylaminopropylidene-6,11-dihydrodibenz(b,e)thiepin).

INDICATIONS: Depression, anxiety and phobic states.

CONTRAINDICATIONS: Glaucoma, existing or potential urinary retention, epilepsy. Should not be given to patients under treatment, or within fourteen days of treatment, with monoamine-oxidase inhibitors.

DOSAGE: One three times a day initially increasing to two three times a day or more if necessary.

SIDE EFFECTS: The following have been reported but should not necessitate withdrawal of treatment:— dryness of mouth, disturbed accommodation, lassitude, fatigue, dizziness, mild orthostatic hypotension, palpitation, mild somnolence, tremor, headache.

SHELF LIFE: Two years. PACKS: Containers of 100 and 600.

SUPPLY RESTRICTIONS: Recommended on prescription only.

FIRST ISSUED: April 1969.

NEW BOOKS

More Profit from Your Stock

E. A. JENSEN, B.COM., M.P.S., F.I.PHARM.M., 39 Withdean Crescent, Brighton, BN1 6W9. 8¾ x 5¾ in. Pp. 127: 21s.

MR. JENSEN is a part-time lecturer on business studies to third-year pharmacy students at Brighton College of Technology and is also author of "Buying a Shop." Mr. Jensen aims in his latest book to assist the retailer in solving many of the problems inherent in running a business. The new work, written in an easily understood style, is addressed to serve retailers of all classes of goods. It stresses the dangers of overstocking and gives methods for controlling stocks, keeping records and dealing with surpluses. Where necessary practical examples are given, several of them taken from retail pharmacy. Many of the systems and suggestions put forward will be familiar to retail pharmacists while some of the arguments employed would appear to be blatantly obvious, yet it is frequently the obvious solutions that are overlooked in practice.

Physical Working Conditions

WINIFRED MCCULLOUGH. *Gower Press, Ltd.*, 13 Bloomsbury Square, London, W.C.1. 10 x 7¾ in. Pp. 162. 60s.

THIS reference handbook is based on the best practices in industrial and commercial organisations. Various technical experts have collaborated in the text and there are over sixty-five illustrations. There are chapters (among others) dealing with artificial lighting in factories; heating, ventilating and air conditioning; noise avoidance and abatement; environmental colour; industrial accident prevention; lavatories and washrooms; first aid and emergency treatment.

Management of Research Development and Design in Industry

T. S. MCLEOD, M.A., *Gower Press, Ltd.*, 13 Bloomsbury Square, London, W.C.1. 8½ x 5½ in. Pp. 260. 60s.

THE book provides fundamental guidance on setting up objectives for industrial research and describes budgeting, staffing and day-to-day control. Its author sees design as "the crucial link between development and production. The book ends with four detailed case studies—none within the pharmaceutical orbit. However a chapter on patents contains a few of the author's views on the present arrangements regarding pharmaceutical patents. He claims that "the occasional genuine advance is in danger of disappearing beneath the sheer mass of competing products and much time and money is spent in trying to persuade people to use new remedies which are no better than the old ones." The author then goes on to suggest a limiting of patent protection to "inventions of genuine and substantial originality." Among the "originals" he cites as examples are "the sulphonamide drugs" and "the mould-derived antibiotics"—both in the plural. Had the author's suggestions been carried out in the past it is fair to presume that the world would still be using the suphonamide of Domagk and the penicillin of Fleming.

PROPERTIES AND HANDLING OF POWDERS

(*Concluded from* THE CHEMIST AND DRUGGIST, *April 26, p. 375*)

CONTINUING his paper on surface area measurements in compressed systems DR. ARMSTRONG said that in phenacetin and paracetamol compacts the presence of moisture reduced specific surface area at all pressures. That was attributed in the case of phenacetin solely to the lubricating effect of the water permitting increased consolidation. With paracetamol there was also the possibility that dissolved paracetamol would recrystallise in fine cracks and surface discontinuities. Dextrose showed a more complicated pattern, difficult to interpret, but recrystallisation might on the one hand reduce the secondary surface area and on the other might be so extensive that that effect was dwarfed by the promotion of interparticulate bridges. For more soluble substances crystallisation was a major factor affecting compact strength.

Image Analysing Computer

DR. M. J. SMITH (I.C.I. Plastics Division, Welwyn Garden City) discussed the use of the Quantimet image analysing computer marketed by Metals Research, Ltd., Cambridge, for the particle size analysis of pigments and opaque particles. As used by the author the instrument comprised a microscope, television camera and small analogue computer for abstracting various parameters from the system and presenting them on a monitor screen and a meter. The instrument relieved tedium of normal microscopical techniques, errors due to the method were small in relation to errors of sampling and the high speed reduced the significance of sampling errors. The instrument had applications in other fields such as bacteriology, pharmacology and photography.

DR. R. PUGH (Unilever Research Laboratories) asked if any work had been published comparing the Quantimet with a volumetric instrument for particle size analysis such as the Coulter counter. DR. SMITH said he was not aware of any. The Quantimet was used for particles that were not measurable in any other way for instance if they were embedded in a matrix that could not be removed. He assured Professor Rose (King's College, London) that the depth of focus was adequate to allow the actual diameter of a particle to be measured. As it used a television technique some particles might be below the limit of resolution but that limitation applied also to optical microscopy. DR. N. A. R. LEROUX (Coty (England), Ltd.) asked whether the method could be used for particles in an emulsion base or similar transparent system. DR. SMITH replied that it would depend on the concentration of particles and the amount of light passed. If the particles were relatively far apart the system would not handle them.

A paper on the problems involved in characterising the performance of a continuous mixer for particulate solids by J. C. Williams and M. A. Rahman (University of Bradford) was read by MR. WILLIAMS.

Most industrial mixing of powders was done as a batch process and components of the mixture tended to segregate during handling and storage so that the mixture supplied to the next stage of the proces was unsatisfactory. Consideration should be given to using a continuous mixer placed as near as possible to the next stage of the process to reduce intermediate storage and handling. Quality of mixing was in general limited by the accuracy with which feed rates of the separate components could be controlled. Performance of a mixer could be characterised by the variance of a particular component at the input of the mixer to the variance of that component at the output (variance reduction ratio). A technique was described for obtaining the variance reduction ratio for an inclined rotating drum mixer. Experiment showed that for such a mixer mixing improved as the slope of the drum was increased to an optimum value. For higher slopes performance fell off as the whole drum was not utilised. Lower feed rates improved mixing but below a critical feed rate difference in flow rates led to a build up of one component in the drum. Almost perfect mixing could be obtained over a range of drum speeds but at higher and lower speds mixing was less good.

Multi-component Mixtures

MR. WILLIAMS told a questioner that in assessing performance with a multicomponent mixture it would be necessary to consider the variance reduction ratio for each component assuming them all to be equally important. That would involve a great deal of work and as it was necessary to consider costs in industrial practice it would be necessary to decide which components were most important. MR. L. BATES (Fairway Engineering Co., Ltd.) pointed out that mixer performance depended on a number of factors and one ratio might not be adequate to describe performance.

DR. T. M. JONES (University of Nottingham) discussed the effect of glidant addition to bulk particulate solids. Glidants, defined as agents added in small amounts to improve flow characteristics of granules were classified as chemically similar to the bulk solid or chemically dissimilar. The latter were generally used in industry. Glidant efficiency depended upon the particle size of both the coarse and fine component the flow, but not necessarily the flow rate, increasing as particle size decreased. The amount of fine component needed decreased as the diameter of the orifice through which flow took place increased. In considering dissimilar glidants the addition of magnesium stearate to a large bulk of lactose had been studied. Up to about 1 per cent. flow rate distinctly increased but above that figure the increase was slight. Efficiency of the magnesium stearate decreased as orifice size increased. It appeared that, as for chemically similar glidants, optimum glidant concentration depended on orifice size. Addition of a coarse free-flowing powder to a mixture of two powders with impaired flow properties could produce an improvement in flow rate. Possible mechanisms of glidant action included reduction of interparticulate friction, change in surface, rugosity, separation of coarse particles, reduction of liquid or solid bridging and minimising static charge.

Replying to a question on whether aeration or fluidisation might explain discrepancies in reported experimental results Mr. Jones said that by plotting rate of flow against log particle size it was found that the rate rose to a maximum and then fell away again. Changes in bulk density affected the steepness of the rise to the maximum but he had observed no differences in behaviour beyond the optimum particle size.

Flow of material from hoppers and practical problems of mass flow hopper design (i.e. hoppers in which no relative vertical movement takes place between particles, used for segregating mixtures) were considered by DR. J. E. P. MILES (Warren Spring Laboratory, Stevenage). Also dealt with were the variations in accuracy of a feeding system over the short and long term and various devices for assisting powder flow. Those included aeration of the cohesive powders to reduce the strength of the material, continuous stirring and vacuum discharge.

Dust Explosions

Conditions leading to dust explosions were described by PROFESSOR H. E. ROSE (Kings College, University of London). First requisite was that a small volume of suspension must ignite and second that the initial combustion must spread to the remainder of the dust cloud. Experiments showed that the two processes were independent and the probability of both occurring together was a combination of the probabilities for each one. Hazard of dust explosions was thus lower than for gas or vapour explosions. Minimum concentration of dust particles to sustain an explosion was 40 mg/l. That was much higher than the tolerable concentration in a factory atmosphere. Sufficiently high concentrations could however exist in the extractor plant and an explosion initiated in the dust collecting cyclone could travel back raising dust as it went and emerge into the factory space. A badly designed flame arrester could be dangerous as it would collect dust and as the explosion travelled past it turbulence and the violence of the explosion would be increased. MR. T. A. BROCK queried whether talc would have the same effect as stone dust used in mines for dampening explosions. PROFESSOR ROSE said that would be so. Stone dust helped in two ways—it prevented dust lifting and acted as a "thermal

ballast" keeping down the temperature. He told another questioner that a device for measuring the concentration of atmospheric dust would be of no use in an industrial situation as it was the concentration of dust at the flame front that was important.

A paper from the University of Technology, Loughborough, on mixing and blending of powders by P. J. Lloyd, P. C. M. Young and D. C. Freshwater was presented by Mr. Lloyd. Experiments with free flowing powders in a horizontal drum mixer had shown that the concept of randomisation was valid only for particles of the same size. A "pseudo randomised" mixture whose randomisation disappeared on emptying the drum could be obtained for particles of different size if the mixer were rotated at a speed at which the porosity of the individual components was at a maximum. Provided particles were of the same size and of not too different density results obtained with a small scale mixer could be used to predict results on the large scale. Segregation occurred if particles were of different shape or greatly different density. It occurred most easily if there was a difference in particle size.

Interchangeable Properties

PROFESSOR ROSE commented that particle size and density were to some extent interchangeable. Particles of different density shaken together would normally separate with the denser particles at the bottom; particles of the same density but different size would separate with the larger particles at the top. It was however possible to select materials such that high density large-size particles separated on top and low density small-size particles at the bottom. The relationship between the two factors had not to his knowledge been investigated. Other work had shown that copper and nickel which differed only slightly in density would mix well if spherical particles were used but would tend to separate if slightly dendritic nickel particles were used owing to the friction between the nickel particles and the walls of the drum.

MR. L. BATES illustrated his paper on aspects of powder handling in mechanical equipment with two films of the behaviour of non-cohesive particles with coloured tracers under a variety of conditions. Study of the films led to the conclusions, among others, that conditions in a powder hopper must be free of major pressure variations. With a uniform screw under flooded conditions materials underwent shear at the interface between moving and stationary particles. A considerable "dead space" existed in which materials were not moving and almost 50 per cent. "dead space" was still present using a taper screw and one of variable pitch.

The traditional wet granulation method of preparing powders for tableting and the slugging method were tending to be replaced by direct compression of the powders said MR. J. L. LIVINGSTONE (Sterling Winthrop Research and Development Division) in a paper on "Compressed tablets from powders—the direct approach." Direct compression produced a great saving in labour power and equipment although probably less than 20 per cent. of materials used in for pharmaceutical tablets could be compressed directly. Many substances must be modified by suitable treatment such as attention to the crystallisation process or by addition of antistatic agents and binders. A precompression device was being incorporated in some of the latest machines to remove some of the air from the powder mass before the compression stage proper. Many dry binders were of comparatively recent origin. They included microcrystalline cellulose, polyethylene glycols and spray dried forms of natural gums, dextrose, lactose and starches. Microcrystalline dextrose differed from the commonly used cellulose ethers in being a natural cellulose processed to make it digestible. It had the ability to form a filamentous matrix base for other materials. Spray drying of lactose improved its flow properties and bonding under pressure. It was frequently mixed with microcrystalline cellulose to form a direct compression base.

Other papers read at the symposium included "Effects of Granule Properties on Pore Structure of Sucrose and Lactose Tablets" by A. B. Selkirk and D. Ganderton, "Particle Size Effects in the Differential Thermal Analysis of Solid Materials" by J. E. English, "Kinetic Angle of Repose of Powders" by J. J. Kelly, "Method of Irreversible Thermodynamics Applied to an Infrared Drying Process" by R. W. Maxwell and "Powder Aerosols" by A. Herzka.

Irish Cosmetics Industry

In his survey of the Irish cosmetics industry MR. L. ST. J. DEVLIN (M. E. Atkins, Ltd., Cork) reviewed the Irish economy in the decade since 1958. During that period the country had acquired more sophisticated techniques of management, production and marketing. In 1962 the first detailed survey of the cosmetic business to be undertaken had showed that the industry was fragmented and the study represented only thirty-six per cent. of total production. Home consumption of cosmetics would appear to have trebled between 1960 and 1968.

Export business had not been regular and consistent, reflecting the fact that most perfumery and cosmetics orders had been of a fortuitous nature. An increased proportion of imports derived from foreign countries particularly from Continental countries who generally gave prompter deliveries at more economic prices.

Mr. Devlin expressed surprise that production of perfumes, toilet waters and Colognes had not increased more steeply and that they should have been matched by manicure preparations. Lipstick production was static although there was a greater variety available in chemists' shops. Shampoos and hair dressings on the other hand were expanding rapidly.

Number of firms in cosmetics manufacture was difficult to estimate as much processing and packing was undertaken for international companies, an easier undertaking for manufacturers than developing their own ranges.

There was considerable over-capacity in plant and machinery and many companies manufactured talcum powders and other lines not requiring expensive promotion to fill in gaps between seasonal demands. Such products were being successfully marketed in the Middle and Far East and in African countries.

Lowering of tariff barriers in preparation for Common Market entry had caused concern for the future of contract packers and the Government was supporting a scheme for a consortium to manufacture and promote a common brand range of cosmetics.

Chemists' Apprehension

Distribution followed a similar pattern to that in other countries with wholesalers being eliminated and retailers supplied direct. Outlets for higher priced cosmetics numbered about 250. About 40 per cent. of sales were in the Dublin area with department stores now the major outlets. Sales were mainly through chemists who had however, since the advent of supermarkets lost a large proportion of their former monopoly of dental products and toilet soaps. The recent development of door to door selling of cosmetics had caused much apprehension among chemists. The more enthusiastic of them had responded by organising clubs and groups. The new methods of selling would probably lead to an increase in total cosmetic sales with benefits all round.

A recent survey of cosmetics usage had showed that talcum powder was most used with peak sales in the 25-34 age bracket. Shampoo came third with peak usage in the 15-24 age bracket. Fourth was face-powder with peak sales to over 45's.

Mr. Devlin concluded with a history of his own company and the development and introduction of the perfume Ash-Ling.

UNITED STATES

Novobiocin Limitation

MANUFACTURERS of novobiocin in the United States have been told to limit sharply claims for novobiocin. The Food and Drug Administration issued the warning that novobiocin preparations should bear a strong warning of its serious side effect. The FDA is requiring that the labelling recommend use of the drug only in the treatment of serious infections due to susceptible strains of *Staphylococcus aureus* that cannot be treated with other drugs, and only on patients who cannot tolerate other effective antibiotics. For the oral forms, the antibiotic may be useful in the few urinary tract infections caused by *Proteus* bacteria that are sensitive to novobiocin but resistant to other therapy. Reason for the warning is given as the high frequency of adverse reactions, including liver and blood disorders and the rapid and frequent development of resistant strains, especially staphylococci. The labelling must also state that novobiocin's spectrum of antibacterial activity is covered by several other safer and more effective drugs.

TRADE REPORT

The prices given are those obtained by importers or manufacturers for bulk quantities or original packages. Various charges have to be added whereby values are augmented before wholesale dealers receive the goods into stock.

LONDON, MAY 7: Most price changes among CRUDE DRUGS during the week were upward in direction. Brazilian MENTHOL was fully 1s. per lb dearer in both positions while the Chinese was marked up in sympathy by threepence to sixpence according to delivery date. In GUMS, both ACACIA and KARAYA were firmer and among WAXES, the rates for CARNAUBA were adjusted upwards. Against the trend, West Indian NUTMEGS, CAMPHOR POWDER and PERU BALSAM were easier, Costa Rican IPECACUANHA was scarce on the spot reflecting a tight replacement position. Alleppy green CARDAMOMS were unobtainable on the spot with origin quoting 25s. 6d. lb, c.i.f. against 24s. 9d. in the previous week.

Madagascar CLOVE LEAF OIL for shipment was up by fivepence lb and *Arvensis* PEPPERMINT by between threepence and sixpence according to source and delivery. PALMAROSA was dearer by 5s. kg spot and shipment.

The new rates for ASCORBIC ACID showed a fall of between 1s. 3d. and 2s. kg according to quantity. The premium for sodium ascorbate has also been cut by one shilling kg and is now 4s. 6d. over the acid.

Pharmaceutical Chemicals

ANEURINE.—See THIAMINE.

ASCORBIC ACID.—(Per kg) 1-kg, 27s.; 5-kg, 24s. 6d.; 50-kg, 21s. 6d. Coated is 1s. 6d. more and SODIUM ASCORBATE, 4s. 6d. more than the acid.

CALCIFEROL.—1-kg lots 2s. 7½d. per g.

CALCIUM PANTOTHENATE. — 92s. 6d. kg for 1 to 9-kg lots.

β-CAROTENE.—Suspension 20 per cent, 334s. 6d. kg.

CYANOCOBALAMIN.—100-g lots 52s. 6d. per g.

HYDROXOCOBALAMIN.—100-g lots, 105s. per g.

INOSITOL.—1-kg, 100s.; 10-kg, 90s. kg.

MENAPHTHONE.—(100-kg lots), B.P. 112s. kg; ACETOMENAPHTHONE, B.P. 112s. 6d.; MENAPHTHONE SODIUM BISULPHITE (vitamin K_3) 67s.

NICOTINAMIDE.—(Per kg), 1-kg, 32s.; 10-100 kg, 29s.

NICOTINIC ACID.—1-kg, 26s. 6d.; 10-100 kg, 23s. 6d. per kilo.

D-PANTHENOL.—1 to 9 kg, 182s. per kg; 10 kg, 172s. per kg.

PYRIDOXINE.—(Per kg) 176s. 6d.; 10-kg, 171s. 6d. kg, 25-kg, 169s.

QUININE.—In 25-kg lots (per kg). SULPHATE, 405s. 7d.; HYDROCHLORIDE, 555s. 10d.; BISULPHATE, 402s. 8d.; DIHYDROCHLORIDE, 540s. 11d.; ALKALOID, 540s. 11d.; HYDROBROMIDE, (15 kg lots), 549s. 8d.

RIBOFLAVINE.—161s. 6d. kg; 5-kg tin, 157s. kg; 25-kg, 155s.

SODIUM PANTOTHENATE.—Per kg, 105s. for 1- 9-kg lots.

STREPTOMYCIN. — BASE and SULPHATE, 2·85d. per g.

THIAMINE.—HYDROCHLORIDE (kg) in 1-kg lots, 104s. 3d.; 5-kg, 102s. 3d., 25-kg, 100s. The MONONITRATE is 108s. 6d.; 106s. 6d. and 104s. 3d. for similar quantities.

VITAMIN A.—ACETATE and PALMITATE up to 10,000 million international units; 2½d. per m.i.u.; 10-15,000 m.i.u. 2¼d.

VITAMIN D. — Powder for tableting, 850,000 i.u. per g 125s. per kg, in oil. 1 million i.u. per g 67s. 6d. per kg for 100,000 m.i.u. Crystalline; see under calciferol. D in oil (1 M per g), threepence per M. for less than 100-g ampoule.

VITAMIN E. — (Kg) Tocopheryl acetate 267s. 6d.; 10-kg, 262s. 25 per cent. dry powder 10-kg, 102s.

Crude Drugs

ACONUTE.—*Napellus*, 7s. 6d. lb. nominal.

AGAR.—Kobe No. 1, 18s. 6d. lb., c.i.f.; European powder, 16s., delivered.

ALOES.—(per cwt)—Cape primes, 330s. spot; 300s., c.i.f. Curacao, 550s. spot; 540s., c.i.f.

BALSAMS.—(Per lb.). CANADA: 33s. c.i.f., 33s. 6d. to 34s. 6d. spot; COPAIBA: 10s., c.i.f.; 10s. 6d., spot; PERU: 13s. 9d., c.i.f., 14s. 6d. spot; TOLU: B.P., 13s.-14s.; genuine as imported, 41s. 6d., c.i.f.

BELLADONNA.—LEAVES, 3s. 8d. lb, spot; 3s. 6d., c.i.f.; HERB, 2s. 6d. and 1s. 10d., c.i.f.; ROOT, 1s. 11d. spot, 1s. 10d., c.i.f.

BENZOIN.—B.P.C., Spot, £27 to £42 per cwt.

BUCHU.—Rounds, nominal; ovals, 21s. lb, c.i.f.

CALUMBA.—Spot, 140s., cwt; 130s., c.i.f.

CAMPHOR.—B.P. powder , 43s. kg; 40s. 9d. c.i.f.

CARDAMOMS.—(Per lb). Alleppy greens, 25s. 6d., c.i.f.; prime seed, 35s., c.i.f.

CASCARA.—Spot 300s. cwt; 280s., c.i.f.

CASSIA.—*Lignea*, whole, 540s. cwt, c.i.f.

CHERRY BARK.—Thin natural, 3s. 1d. lb, spot; 2s. 10d., c.i.f.

CHILLIES.—Zanzibar, 350s. cwt, spot; Mombasa, 290s.

CINNAMON.—Seychelles bark, 475s. cwt, c.i.f., 500s. spot. Ceylon quills (c.i.f.), four 0's, 8s. 6d. lb.; quillings, 4s. 8½d.; chips, 1s. 10d.

CLOVES.—Zanzibar, 15s. 6d. lb, c.i.f.; spot, 17s. 6d.

COCHINEAL.—(Per lb). Canary Isles silver grey, 37s. 6d., c.i.f.; black brilliant, 41s. 6d., c.i.f. Peruvian silver grey, 35s., c.i.f.

COCILLANA.—Bark, 3s. 6d. lb, spot; 3s. 3d., c.i.f.

COLOCYNTH PULP.—Spot, 4s. 6d. lb; 4s. 3d., c.i.f.

CUBEBS.—Spot quoted at 285s. cwt.

DANDELION.—Root, 540s. cwt. spot.

GENTIAN.—Spot, 300s., cwt; 295s., c.i.f., nominal.

GINGER.—Per cwt, Nigerian, peeled, 450s., spot, 455s., c.i..f; split, 460s.; 450s., c.i.f. Jamaican No. 3, 650s.

GUM ACACIA.—Kordofan cleaned sorts, 255s. cwt, spot and c.i.f.

HONEY.—(Per cwt ex store). Australian light amber, 152s. 6d.; medium amber, 137s. 6d. Argentinian 150s.; Canadian, 180s.; Mexican, 135s.; Chinese, 122s. 6d.

HYDRASTIS.—33s. 6d. lb.; 32s. 6d., c.i.f.

HYOSCYAMUS.—*Niger*, 2s. lb; 1s. 10d., c.i.f.

IPECACUANHA.—(Per lb.)—Matto Grosso, spot, nominal; 52s. 6d., c.i.f.; Costa Rican, 64s. to 65s. spot scarce; 63s., c.i.f.

JALAP.—Mexican, nominal. Brazilian, 2s. 2d. lb, spot; 2s., c.i.f.

KARAYA.—No. 2 f.a.q. gum, 485s. cwt spot; 460s., c.i.f.

KOLA NUTS.—West African halves, 8½d. lb; 7½d., c.i.f.

LANOLIN.—ANHYDROUS, B.P., is quoted from 5s. 5d. to 6s. 0½d. kg as to grade in 1-ton lots delivered free drums. Cosmetic grade, 6s. 5d.

LEMON PEEL.—Spot and c.i.f., 2s. 9d. lb, nominal.

LIQUORICE.—ROOT, Chinese, 90s. cwt, sprt; Russian 75s., c.i.f. BLOCK JUICE, Anatolian, 250s. per cwt.

LOBELIA.—(lb) Dutch, new crop, 4s. 3d., c.i.f.; 4s. 4d., spot. American, 12s. 9d., c.i.f.; 13s., spot.

LYCOPODIUM.—Spot, 55s. lb nominal.

MACE.—Grenada No. 1, 9s. 6d. lb. spot; 8s. 6d., c.i.f.

MENTHOL.—(lb). Chinese, 34s. 6d., spot; shipment, 33s. 3d., c.i.f. Brazilian, 29s. 6d. spot; forward, 29s., c.i.f. (May June).

MERCURY.—Spot, £223 per flask of 76 lb ex warehouse.

NUTMEGS.—(Per lb, c.i.f.)—West Indian 80's, 5s. 9d.; 110's, 5s. 4d.; defectives, 3s. 4d.

NUX VOMICA.—Shipment, 110s. cwt, c.i.f.

ORRIS.—Florentine, 520s. cwt, c. and f.

PEPPER. — (Per lb) — Sarawak white, 2s. 11½d. on spot; 2s. 11d., c.i.f.; black, 2s. 6d., spot; 2s. 4d., c.i.f.

PIMENTO.—Shipment, 694s. cwt, c.i.f. delivered weights.

PODOPHYLLIUM.—*Emodi*, 350s., cwt, spot; shipment nominal.

QUILLAIA. 385s. cwt, spot.

RHUBARB.—Various grades offered at from 9s. to 25s. per lb spot.

SAFFRON.—Mancha superior, 625s. per lb.

SARSAPARILLA.—Spot, 4s. 9d. lb; no c.i.f. offers.

SEEDS.—(Per cwt)—ANISE.—China star unselected, 230s.; spanish green, 265s., both duty paid. CARAWAY.—Dutch, 180s., spot. CELERY.—Indian July August shipment, 330s., c.i.f. CORIANDER.—Moroccan, 70s., spot; July August shipment, 69s., c.i.f. CUMIN.—Iranian, 200s., duty paid; shipment, 147s. 6d., c.i.f. DILL.—Indian, 160s., spot; 140s., c.i.f. Chinese, 115s., duty paid; 95s., c.i.f. FENNEL.—Chinese, 110s., duty paid; shipment, 87s. 6d., c.i.f. FENUGREEK.—Moroccan, 70s., duty paid; 61s., c.i.f. MUSTARD.—English, 55s. to 90s.

SENEGA.—Canadian, spot, 30s. 3d. lb; 30s., c.i.f. Japanese, 26s. in bond; shipment, 22s. 6d., c.i.f.

SENNA.—(Per lb) Tinnevelly LEAVES spot; Prime No. 1, 2s. 3d.; No. 3, f.a.q., 1s. 4d.; shipment, No. 3, 1s. 5d., c.i.f. PODS: Tinnevelly hand-picked, spot, 2s. 2d.; manufacturing, 1s. 9d. Alexandria hand-picked, 5s. 9d. to 8s. as to grade; manufacturing forward, 2s., c.i.f.; spot, 2s. 4d.

SQUILL.—WHITE, 200s., cwt, spot.

STYRAX.—Spot, 21s. lb; 20s. 6d., c.i.f.

TONQUIN BEANS.—Para. 9s. lb, c.i.f.

TRAGACANTH.—No. 1 spot, £285; No. 2, £265; No. 3, £225 cwt.

TURMERIC.—Madras finger, 300s. cwt, spot; shipment, 255s., c.i.f.

VALERIAN ROOT.—Indian, 310s. cwt spot; 295s., c.i.f.; Continental, 400s.; 380s., c.i.f.

WAXES.—(Per cwt) Bees', Dar-es-Salaam, 790s., c.i.f. CANDELILLA, 550s., spot; CARNAUBA, fatty grey, 340s. spot; 315s., c.i.f.; prime yellow, 450s., 425s., c.i.f.

WITCH HAZEL LEAVES.—4s. 4d. lb, spot: s. 1d., c.i.f.

Essential and Expressed Oils

PALMAROSA.—205s. kg, spot and c.i.f.

PATCHOULI.—Spot, 26s. to 28s. per lb, duty paid; shipment, 21s. to 24s. 6d., c.i.f.

PEPPERMINT.—(Per lb) *Arvenis:* Chinese, 10s. 9d. spot; 10s. 6d., c.i.f. Brazilian, 10s. 7½d., spot; 10s. 6d., c.i.f. American *Piperita*, 40s. to 60s., Italian, 95s.

SPEARMINT.—American, 52s. lb. Chinese spot, 62s. 6d. per kg; shipment, 60s., c.i.f.

CONTEMPORARY THEMES

Subjects of contributions in current medical and technical publications

JERYL LYNN STRAIN LIVE MUMPS VACCINE. *J. Amer. med. Ass.*, March 3, p. 1667.

PHENFORMIN-INDUCED HYPOGLYCAEMIA in normal subjects. *Brit. med. J.*, April 26, p. 224.

ATROPINE SULPHATE. Quantitative determination of small quantities of, in antispasmodic elixirs and tablets. *Amer. J. hosp. Pharm.*, March, p. 168.

RIFAMPICIN inhibits the growth of some mammalian viruses. *Nature*, April 26, p. 341.

SPARSOMYCIN. Action of, on ribosome-catalysed peptidyl transfer. *Nature*, April 26, p. 356.

25-HYDROXYCHOLECALCIFEROL: Stimulation of bone resorption in tissue culture. *Science*, March 28, p. 1450.

1-Δ^9-TETRAHYDROCANNABINOL: Neurochemical and behavioural effects in the mouse. *Science*, March 28, p. 1464.

ALCOHOL AND AMITRIPTYLINE EFFECTS on skills related to driving behaviour. *Science*, March 28, p. 1467.

LYSERGIC ACID DIETHYLAMIDE: Dissociation of its behavioural and hyperthermic actions by DL-α-methyl-*p*-tyrosine. *Science*, April 4, p. 78.

PROPRANOLOL. Effect of an exercise tolerance of patients with atrial fibrillation. *Brit. med. J.*, May 3, p. 279.

BRONCHODILATOR EFFECTS of three β-adrenergic stimulant drugs administered by inhalation to patients with asthma. Controlled comparison of. *Brit. med. J.*, May 3, p. 287.

^{35}S-LABELLED ANTITHYROID DRUGS. Metabolism of, in man. *Brit. med. J.*, May 3, p. 290.

PHENFORMIN PLUS ETHYLOESTRENOL. Fibrinolytic and defibrinating effect of *in vivo*. *Lancet*, May 3, p. 910.

GLYCOPYRROLATE AND BROMPHENIRAMINE MALEATE. Effect of, on the recurrence rate of duodenal ulcer. *Practitioner*, May, p. 661.

NEW COMPANIES

P.C.=Private Company. R.O.=Registered Office.

BIONEX (U.S.A.), LTD. (P.C.).—To carry on the business of chemists and druggists, etc. Solicitors: Bristows Cooke & Carpmael, 1 Copthall Buildings, London, E.C.2.

BUCKINGHAM CHEMICAL EXPORTS, LTD. (P.C.).—Capital: £1,000. To carry on the business of manufacturing, research, dispensing and analytical chemists and druggists. Solicitors: Franks Charlesly & Co., 21 Ely Place, E.C.1.

DAVEY & JONES CO., LTD. (P.C.).—Capital: £1,000. To carry on the business of manufacturers of and dealers in toilet, pharmaceutical, medicinal, industrial, and other preparations etc. Subscribers: Dorothy M. Graeme and Paul G. Graeme, 61 Fairview Avenue, Gillingham, Kent.

FAME PERFUME (SALES), LTD. (P.C.).—Capital: £100. To acquire the business of manufacturers, importers, exporters, cosmetics formerly carried on by Fame Perfumes, Ltd., etc. Directors: Godfrey Gold, Ralph Gold and David Gold. R.O.: 23 Albemarle Street, London, W.1.

FORD AND MANTELL, LTD. (P.C.).—Capital: £1,500. To carry on the business of chemists, etc. Directors: Philip Ford, Wanda Ford and David J. Mantell. R.O.: 44 Binley Road, Coventry.

TRADE MARKS

APPLICATIONS ADVERTISED BEFORE REGISTRATION

"Trade Marks Journal," April 30, No. 4731

YARDLEY NEXT-TO-NOTHING, 926,438, by Yardley & Co., Ltd., London, W.1. *For perfumes, non-medicated toilet preparations, cosmetic preparations, dentifrices, depilatory preparations, toilet articles, sachets for use in waving the hair, shampoos, soaps and essential oils* (3)

ARDITA, 928,581, by N.V. Koninklijke Pharmaceutische Fabrieken V/H Brocades-Stheeman & Pharmacia, Amsterdam, Holland. *For perfumes, non-medicated toilet preparations, cosmetics, soaps and non-medicated toilet preparations for the teeth and for the hair* (3)

MENDOX, 930,096, by Organon Laboratories, Ltd., Morden, Surrey. *For soaps, perfumes, cosmetics, preparations for the hair; non-medicated toilet preparations for the teeth and skin* (3)

DISTAMINE, B912,552, by Eli Lilly & Co., Indianapolis, Indiana, U.S.A. *For pharmaceutical products consisting of or containing amines or derivatives thereof* (5)

PIAPRIM, 929,127, by Wellcome Foundation, Ltd., London, N.W.1. *For pharmaceutical, medical, veterinary and sanitary preparations and substances* (5)

MASTICETINA, B927,485, by Carlo Erba S.p.A., Milan, Italy. *For veterinary preparations for the treatment of mastitis* (5)

POLCORT H, 931,157, by "Ciech" Centrala Importowo-Eksportowa Chemikalii Sp. zo. o., Warsaw, Poland. *For pharmaceuticals products* (5)

ST. FRANCIS, 929,210, by Wigglesworth, Ltd., Westhoughton, Lancs. *For veterinary preparations and substances* (5)

DICLAMINA, 933,097, by Laboratorios del Dr. Esteve, S.A., Barcelona, Spain. *For pharmaceutical, medical and veterinary preparations and substances and disinfectants* (5)

SUMMER GOLD, 934,558, by Aplin & Barrett, Ltd., Yeovil, Somerset. *For paper toilet tissues* (16)

PATENTS

COMPLETE SPECIFICATIONS ACCEPTED
From the "Official Journal (Patents)," April 30

Compositions for the treatment of dental and oral infections and inflammations. K. S. Lalvani. 1,154,427.

Penicillin adducts and purification of penicillins. Bristol-Myers, Co. 1,154,556.

Catheter valve. William Warne & Co., Ltd. 1,154,623.

Method and apparatus for sterilising. Gray Industries, Inc. 1,154,752.

Pyridazone derivatives and herbicidal compositions thereof. Badische- Anilin- & Soda-Fabrik, A.G. 1,154,855.

Fungitoxic agents. Farbenfabriken Bayer, A.G. 1,154,869.

Anti-inflammatory compositions and methods. Mead Johnson & Co. 1,154,914.

Combined bracket and fluid dispenser head. Sterling Drug, Inc. 1,154,975.

Anti-microbal compositions comprising dicyclopentyl acetic acid derivatives. Siegfried, A.G. 1,154,998.

Medical appliance for ostomy management. J. R. Benfield and G. W. Barnhart, 1,155,042.

Surgical mask. L. Sachs. 1,155,046.

British patent specifications relating to the above will be obtainable (price 4s. 6d. each) from the Patents Office, 25 Southampton Buildings, London, W.C.2, June 11.

COMING EVENTS

Items for inclusion under this heading should be sent in time to reach the Editor not later than first post on Wednesday of the week of insertion.

Monday, May 12

MID-GLAMORGAN BRANCH, PHARMACEUTICAL SOCIETY, Railway hotel, Brigend, at 8 p.m. Annual meeting and film.

RETAIL ALLIANCE, County and Station hotel, Court Square, Carlisle, Cumberland, at 7.30 p.m. Decimalisation meeting.

Tuesday, May 13

BOURNEMOUTH BRANCH, NATIONAL PHARMACEUTICAL UNION, New Bell Inn, Pokesdown, Bournemouth, at 7.30 p.m. Annual meeting followed by Mr. R. Stoddart on "My First Year on the Executive." (N.P.U. members only).

DONCASTER BRANCH, PHARMACEUTICAL SOCIETY, Danum hotel, Doncaster, at 7.30 p.m. Evening arranged by Beecham Products (U.K.). Items on marketing presentation, sales promotion presentation, merchandising presentation and (for ladies) Mr. F. Henderson on methods of hair care.

DUDLEY AND STOURBRIDGE BRANCH, PHARMACEUTICAL SOCIETY, Alma hotel, Brierley Hill, at 8 p.m. Annual meeting.

EAST METROPOLITAN BRANCH, PHARMACEUTICAL SOCIETY, Medical education centre, Whipps Cross Hospital, London, E.11, at 8 p.m. Dr. D. F. J. Mason (lecturer in pharmacology, Medical College of St. Bartholomews Hospital) on "β-blocking Drugs and Others which Modify the Sympathetic Drive to the Heart."

IPSWICH AND SUFFOLK BRANCHES, PHARMACEUTICAL SOCIETY and NATIONAL PHARMACEUTICAL UNION, Royal George hotel, Colchester Road, Ipswich, at 7.45 p.m. Mr. C. H. Smith on "The N.H.S. Prospect."

LEEDS BRANCH, PHARMACEUTICAL SOCIETY, Great Northern hotel, Leeds, at 8 p.m. Annual meeting.

ROYAL SOCIETY OF HEALTH, 90 Buckingham Palace Road, London, S.W.1, at 7.30 p.m. Film on allergy introduced by Dr. D. Dybas (medical adviser, Bencard).

SHEFFIELD BRANCH, NATIONAL PHARMACEUTICAL UNION, Royal Victoria hotel, Sheffield, at 8 p.m. Annual meeting followed by Mr. H. C. Watkins (chief marketing executive, N.P.U. Marketing, Ltd.) on "Marketing—Is it Worth It?"

SOUTH-EAST METROPOLITAN BRANCH, PHARMACEUTICAL SOCIETY, Fox-on-the-Hill hotel, Denmark Hill, London, S.E.5, at 8 p.m. Annual meeting.

WORTHING AND WEST SUSSEX BRANCH, PHARMACEUTICAL SOCIETY, White Horse Inn, Storrington, at 7.45 p.m. Speaker: Mr. J. Hardie (Worthing Travel, Ltd.).

Wednesday, May 14

BOLTON PHARMACEUTICAL ASSOCIATION, Smithills Coaching House, Smithills Deane Road, Bolton, at 1.15 p.m. Monthly luncheon meeting and discussion.

BOURNEMOUTH BRANCH, PHARMACEUTICAL SOCIETY, Medical centre, Boscombe, at 1.15 p.m. Dr. J. Webb on "Velore Medical College, India —Campaign for Health." At main committee room, New Hospital, Poole, at 1.15 p.m. Dr. G. H. Tovey on "Rh Immunisation."

COUNTY OF SOMERSET BRANCH, PHARMACEUTICAL SOCIETY, Star hotel, Wells, at 7 p.m. Annual meeting followed by Professor F. E. Camps on "Poisoning — Accident, Suicide or Murder?"

ISLE OF WIGHT BRANCH, PHARMACEUTICAL SOCIETY, Postgraduate medical centre, St. Mary's Hospital, Newport, at 8 p.m. Film and talk on "Skins" arranged by E. R. Squibb & Sons, Ltd.

MANCHESTER PHARMACEUTICAL GOLFING SOCIETY, Clitheroe Golf Club, Clitheroe. Stableford competition for Ucal trophy and prize.

SWANSEA AND WEST GLAMORGAN BRANCH, PHARMACEUTICAL SOCIETY, Dolphin hotel, Swansea, at 7.45 p.m. Annual meeting followed by colour transparency competition.

Thursday, May 15

LEEDS BRANCH, NATIONAL PHARMACEUTICAL UNION, Creskeld suite, Parkway hotel, Otley Road, Leeds, at 8.15 p.m. Mr. H. C. Watkins (chief marketing executive, N.P.U. Marketing, Ltd.) on "The Marketing Force that really works for Pharmacy."

Friday, May 16

FRANCO-BRITISH PHARMACEUTICAL CONGRESS, Tours, France. Until May 18.

Sunday, May 18

NATIONAL PHARMACEUTICAL UNION, Grand Pavilion, Porthcawl, Glam., at 2.30 p.m. Area meeting on N.P.U. marketing policy. Speakers: Mr. J. O. Bond (chairman, N.P.U. Holdings, Ltd.) and Mr. H. C. Watkins (chief marketing executive, N.P.U. Marketing, Ltd.).

SQUARE ASSOCIATION, MYDDLETON HOUSE, Enfield. Garden party. Cricket at 11.30 a.m. Tennis at 2 p.m. Coaches leave Brunswick Square, London, W.C.1, at 10.15 a.m., 1 p.m., 3.30 p.m. and 6.30 p.m. Return at 7.30 p.m., 10.30 p.m. and 11.30 p.m.

Prescribers' Press

What doctors are reading about developments in drugs and treatments

SALBUTAMOL, given by inhalation, may prove to be the most effective drug at present available for the short-term relief of asthmatic symptoms, according to reports by workers at Edinburgh University. With the medical services chief of Allen & Hanburys, Ltd., the authors carried out a double-blind trial in twenty-four patients with chronic asthma of the effects of inhaling three β-adrenergic stimulants. The bronchodilator activity of a dose of 200 μg of salbutamol was slightly more intense and prolonged than that of 1,500 μg of orciprenaline and equal in peak effect to that of 1,000 μg of isoprenaline—all doses normally prescribed in the treatment of asthma. Salbutamol was selected by thirteen of the twenty-four patients as the most effective of the preparations. A single dose provided effective bronchodilation for three hours, but three-hourly administration to provide continuous relief is not recommended by the authors, preliminary studies having shown that the effect wanes over a period of one to three weeks. They suggest instead that the drug should be reserved, like other β-stimulants, for the relief of acute asthmatic symptoms (*B.M.J.*, May 3, p. 287).

PHENFORMIN plus ethyloestrenol seems to merit trial as a prophylactic measure in survivors of vascular occlusions and in patients after vascular surgery and the insertion of cardiac prostheses, report workers at the Gloucestershire Royal Hospital, Gloucester. The drug combination, they have shown, increases fibrinolytic activity with the consequent removal of fibrin (though an influence on fibrinogen-fibrin turnover is not excluded). It is thought probable that an important source of fibrin would be the vascular endothelium in arteriosclerotic patients, and the synovial membrane in patients with rheumatoid arthritis. The authors claim to have found the first direct evidence that pharmacological enhancement of fibrinolysis, as measured *in vitro*, is accompanied by increased fibrinolysis *in vivo* (*Lancet*, May 3, p. 910).

NOTES ON NEW MEDICAMENTS

LIMBITROL.—*Constituents*: Chlordiazepoxide and amitriptyline. This combination of an extensively-used tranquilliser with a widely-prescribed antidepressant is designed to relieve emotionally distressed patients in whom anxiety and agitation may also conceal an underlying depression. Both anxiety and depression can co-exist, as the former may arise because of the depression, or depression may arise from prolonged anxiety. Chlordiazepoxide acts on the emotional centres of the limbic system of the brain, and amitriptyline is considered to inhibit the uptake of adrenaline and nor-adrenaline in the cerebral tissues. Extensive trials have shown that such a combination of drugs has wide applications in the treatment of conditions where both anxiety and depression may be present but not necessarily overt.

SODIUM CELLULOSE PHOSPHATE (Whatman).—Patients who form calcium-containing stones in the kidney often excrete large amounts of calcium in the urine. Treatment is usually aimed at reducing the amount of calcium in the diet (which is neither easy to achieve nor to maintain), or at preventing the absorption of dietary calcium with phytic acid. A new approach is to use sodium cellulose phosphate a compound having ion-exchange properties. By virtue of the steric configuration of its phosphate groups, it has particular affinity for divalent ions such as calcium. Calcium captured in this way is excreted in the faeces as a calcium-cellulose phosphate complex. The compound may also be used in other hypercalcaemic states. Although theoretically some magnesium loss should occur, in practice magnesium deficiency is rare.

PROTHIADEN. — *Chemistry*: 1,(3-dimethyl-aminopropylidene)-6.11-dihydrodibenz (b,e) thiepin. This compound is closely related chemically to the tricyclic antidepressant drug amitriptyline, but differs in the replacement of one of the methylene groups of the central ring by sulphur. The basic pharmacological action of the tricyclic antidepressants is largely retained, though the chemical change is associated with an earlier response to treatment, and a low incidence of side effects. It is also stated that the drug is better tolerated by the elderly, and that full doses may be given at the commencement of treatment.

RIFADIN. — *Chemistry*: 3-(4-methyl-1-piperazinyliminomethyl) rifamycin S.V. also known as rifampicin. The rifamycins are a new series of antibiotics obtained from cultures of *Streptomyces mediterranei*. Rifamycin B was extracted as a stable, crystalline, active substance. The activity of the compound can be increased by reduction with ascorbic acid to form rifamycin SV, and another derivative, rifamycin B diethylamide (rifamide) is also active. Chemically the compounds have a unusual structure, consisting basically of a naphthohydroquinone nucleus, partly encircled by a long aliphatic bridge. Rifamide is active at low concentrations against many Gram-positive organisms, including *Mycobacterium tuberculosis*, and at higher concentrations against many Gram-negative organisms. The mode of action includes the inhibition of the incorporation of isoleucine into bacterial protein, and it also inhibits the action of RNA polymerase. This latter effect is specific for bacterial polymerase and appears to be quite different from the action of other antibiotics. Therapeutically, rifamide must be given by intramuscular injection, as absorption after oral administration is irregular and subject to wide variation. Chemical modification to form the new derivative rifampicin removed that disadvantage, and the new compound is characterised by a high oral activity and wide distribution throughout the body. Elimination occurs mainly in the bile and urine.

PRINT AND PUBLICITY

"THE only sunglass advertised on TV" is the claim made for Polaroid sunglasses this season. Thirteen 30-second spots are being screened at peak viewing times, on all stations, from now until the end of July (the week to week distribution is too variable for inclusion in the *C. & D.* "Commercial Television" feature). Suppliers are Polaroid (U.K.), Ltd., Rosanne House, Welwyn Garden City, Herts.

PRESS ADVERTISING

MAX FACTOR, HOLLYWOOD AND LONDON (SALES), LTD., 16 Old Bond Street, London, WIX 4BP: Tried and True soft colour for hair. In *Woman, Flair, Vanity Fair, She* and *Annabel*.

RECKITT & SONS, LTD., Hull, Yorks: Free double sachet of Nulon hand cream in May issue of *Woman* begins major summer campaign. Further advertising in *Woman* follows to mid-June, each insertion carrying "three-pence-off" coupon.

PUBLICATIONS

Medical propaganda

BERK PHARMACEUTICALS, LTD., Godalming, Surrey: "Asilone" (file card).

CROOKES LABORATORIES, LTD., Telford Road, Houndmills Estate, Basingstoke, Hants: "Prothiaden" (6-p. folder). "Duphalac . . . a completely new principle in the treatment of constipation" (6-p. folder and 8-p. booklet).

LEPETIT PHARMACEUTICALS, LTD., Dulux House, High Street, Slough, Bucks: "Rifadin" (file card).

PFIZER, LTD., Sandwich, Kent: "Sinequan" (file card).

ROCHE PRODUCTS, LTD., 15 Manchester Square, London, W.1: "Limbitrol . . . a combination of Librium and amitriptyline for . . . of anxiety and depression" (20-p. booklet).

WARD BLENKINSOP & CO., LTD., Fulton House, Empire Way, Wembley, Middlesex: "Uvistat ultraviolet absorbing cream" (file card).

WILLIAM R. WARNER & CO., LTD., Eastleigh, Hants: "Estrovis" (14-p. booklet and file card).

COMMERCIAL TELEVISION

The information given in the table is of number of appearances and total screen time in seconds. Thus 7/105 means that the advertiser's announcement will, during the week covered, be screened seven times and for a total of 105 seconds.

Period—May 18-24

PRODUCT	London	Midland	Lancashire	Yorkshire	Scotland	Wales & West	South	North-east	Anglia	Ulster	Westward	Border	Grampian	Eireann	Channel Is.
Anadin	1/30	2/60	3/90	2/60	1/30	1/30	1/30	3/90	3/90	2/60	3/90	4/120	1/30	—	2/60
Andrews liver salt	4/60	3/45	4/60	3/45	3/45	4/60	3/45	4/60	3/45	3/45	3/45	4/60	3/45	3/45	3/45
Askit powders	—	—	—	—	4/42	—	—	—	—	—	—	3/29	2/30	—	—
Aspro	4/74	2/37	2/37	2/37	5/81	3/67	3/44	4/74	2/37	—	2/37	2/37	2/37	—	4/97
Dentu-creme	3/90	—	—	—	3/90	—	3/90	—	3/90	—	—	—	—	—	—
Hold and Shine	—	—	—	3/180	—	—	3/180	—	—	—	—	—	—	—	—
Poli-grip	—	—	—	—	—	2/60	—	—	—	—	—	—	—	—	—
Supersoft shampoo	4/90	4/90	4/90	3/60	4/90	4/90	3/60	4/90	4/90	4/90	4/90	3/60	3/60	—	4/90



If you want to buy a house — see a specialist

See Medical Insurance Services – the specialists in house purchase for the profession.

You'll get a high percentage loan for a long term – up to 30 years, you'll be insured against death, long term sickness and widow's income.

See a specialist now – post the coupon below today.

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Telephone 02556 2112

name _____

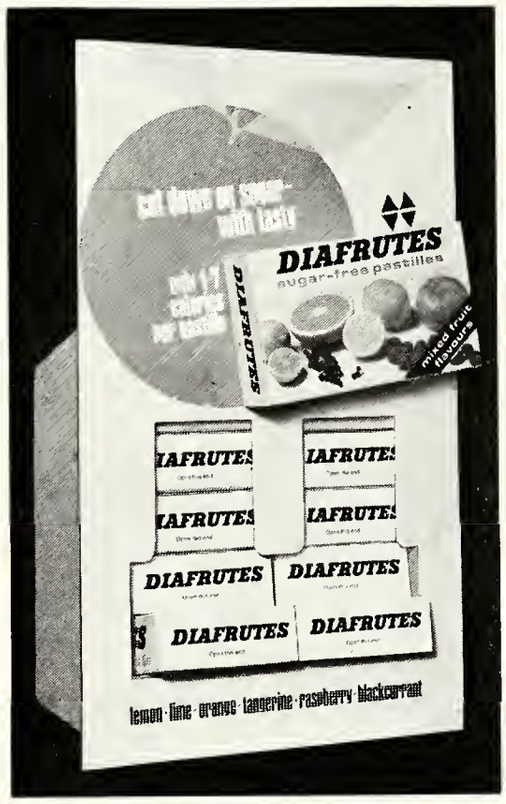
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CD. 005

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FREE DIAFRUTES DISPENSER



for extra profits

EXTRA

Sales to Diabetics, yes—and also to weight-watching housewives, figure-conscious girls, mothers keen for their children to have sound teeth and healthy appetites.

EXTRA

Advertising on Diafrutes—the low calorie fruit pastilles with the juicy fresh-picked taste—appears regularly in the Health press.

EXTRA

Buy Diafrutes in a combined order for other lines from White Laboratories and earn extra volume discount.

Ask your representative for the dispenser or write to us direct.

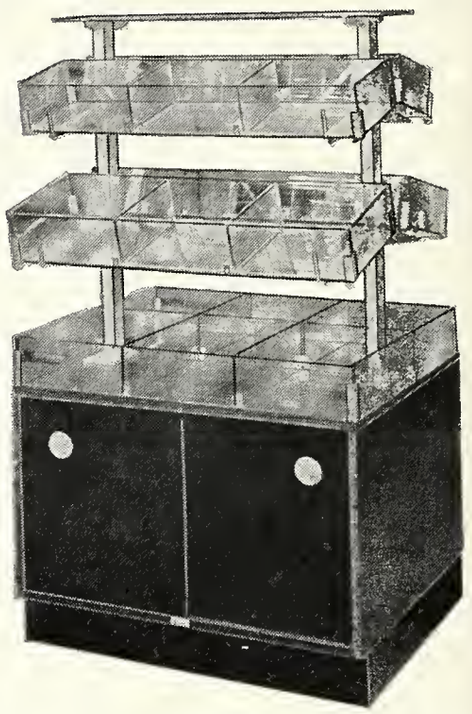
DIAFRUTES
sugar-free pastilles

White Laboratories Limited,
Meggeson-Warrick Division,
Penarth Street, London, S.E.15.

WK.85A



60″ COUNTER
EV/28



30″ GONDOLA
EV/34/SD/30

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ILON ABSCESS SALVE

for :

BOILS A daily dressing will remove pain and quickly clear up condition.

CARBUNCLES Respond quickly to regular dressing with Ilon Abscess Salve.

SUPPURATING WOUNDS Ilon Abscess Salve is essentially an ointment for the elimination of suppuration *Contains no Antibiotics*

Manufactured by

ILON LABORATORIES **(HAMILTON) LTD**

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Supplies from your usual wholesale house



LET ME Pack Up Your Troubles!

We at **PHARMACAL** live by taking upon ourselves the manufacturing and packaging problems of others. We offer a contract packaging service that we believe is second to none.

We have the facilities at **PHARMACAL**, the equipment and the right men with the willingness that **will** ensure you an accurate and punctual manufacture on those ointment, tablet and liquid runs.

For those pharmaceutically minded we fulfil the stringent conditions laid down in the Medicines Act. Indeed our extensive new laboratories were designed and built with those conditions specifically in mind! A reason perhaps now more than ever for making use of my services?

Why not come over and have a look at the set up? Bring your problems with you—you could leave them, safely, with me. I can assure them an understanding ear tuned to down to earth business philosophy. I fully realise that YOU have to make a profit and by using **PHARMACAL** as your factory extension you can profit in more ways than one. In these days of ever-rising overheads many of our customers find that we can often manufacture and pack more cheaply than they can themselves!

The **PHARMACAL** business has been built on service and service we shall continue to offer, be the customer's order large or small. Your enquiries are always welcomed, indeed I'll be pleased to be of any assistance. If you'd like a booklet showing the range of our services, just drop me a line or phone and I'll be pleased to send you one.

MARK MORRIS, PHARMACAL SUPPLIES LTD., LINCOLN WAY, WINDMILL ROAD, SUNBURY ON THAMES, MIDDLESEX. Telephone Sunbury on Thames 87411.

CLASSIFIED ADVERTISEMENTS

Address Box Number Replies to: Box..., THE CHEMIST AND DRUGGIST, 28 ESSEX ST., STRAND, LONDON, W.C.2. Tel.: 01-353 6565
This service does not extend to the forwarding of samples.

HOSPITAL APPOINTMENTS

OOTH HALL HOSPITAL
Charlestown Road,
ıekley, Manchester, M9 2AA
Part-time Pharmacist

uired to specialise in work con-ted with the Poisons Information vice. Hours arranged to suit appli-t. Day-time work only, no week-s. Salary in accordance with itley Council Rates. Further infor-ion can be obtained from the ef Pharmacist. Tel.: 740 2254.
(Ref. 16307)

OARD OF MANAGEMENT FOR GLASGOW VESTERN AND GARTNAVEL HOSPITALS, KILLEARN HOSPITAL, KILLEARN, BY GLASGOW

pplications are invited for the ost of Chief Pharmacist, Cate-ory III at the above hospital Salary Scale £1,404—£1,865 per nnum). Whitley Council Condi-ons of Service. A house will be ıade available if desired. Appli-ations with the names and ad-resses of two referees to Group Iedical Superintendent, Western ıfirmary, Glasgow, W.1.

BEXLEY HOSPITAL
DARTFORD HEATH
BEXLEY, KENT
(195) Psychiatric beds)
(Crayford 26282)

ım Chief Pharmacist (Cat. III)
uired from 21st May—Part-time sidered. Salary full-time £36 . 0d. + £1 15s. 0d. weighting (if -resident). Applications to Group retary.

WILLESBOROUGH HOSPITAL
Ashford, Kent

Pharmacy Technician I or II
uired at the above Hospital. itley Council conditions of Ser-.
plications to Hospital Secretary.

spitals for Diseases of the Chest
London Chest Hospital
Bonner Road, London, E.2.

plications are invited for the post of

CHIEF PHARMACIST

this constituent hospital of the rd's group, vacant 1st August, 9.

ary, Category 2 (£1,395-£1,742) in-sive of London Weighting, subject agreed 6% increase together with Teaching Hospital Allowance of 0.

plications, with names of two rees, to The House Governor.

ther information from House vernor—phone 01-980 1214, or n Group Pharmacist, Mr. Powl-, at 01-352 8121.

BARNET GENERAL HOSPITAL
Wellhouse Lane, Barnet, Herts.
Pharmacy Technician I

required for duties in the Group Pharmacy at Barnet General Hospital. Apply Group Pharmacist.

Barnet General Hospital
Wellhouse Lane, Barnet, Herts.
Postgraduate Pharmacy Student

required to commence July/August. Modern and pleasant pharmacy. Apply Group Pharmacist.

Barnet Group Hospital Management Committee

BARNET GENERAL HOSPITAL
Wellhouse Lane, Barnet, Herts
Senior Pharmacist

required in Group Pharmacy of Category V Hospital. Whitley Council salary and London Weighting. Pleasant, modern, comprehensive Pharmacy. Apply to Group Pharmacist.

ILFORD & DISTRICT H.M.C.
Locum Pharmacist

any weeks July/August/September 1969. Apply to Group Secretary, King George Hospital, Eastern Avenue, Newbury Park, Ilford, Essex.

ILFORD AND DISTRICT H.M.C.
Pharmacy Technician—Grade I and II

Whole-time for Group Pharmacy. Based at Barking Hospital, Upney Lane, Barking, Essex. Applications to the Group Secretary, King George Hospital, Eastern Avenue, Newbury Park, Ilford, Essex.

NORTH MIDDLESEX HOSPITAL
Edmonton, London, N.18
Senior Pharmacist or Pharmacist

required in modern Pharmacy Department. Applications stating age, experience, qualifications and giving names of two referees to the Secretary.

ST. LAWRENCE'S HOSPITAL, CATERHAM, SURREY

LOCUM CHIEF PHARMACIST
(full-time)

required for two weeks commencing 9th June, 1969.

Application with two referees to Physician Superintendent.

ROYAL FREE HOSPITAL
Senior Pharmacist

Applications are invited for the post of Senior Pharmacist with special responsibility for in-patient pharmacy. A new system of drug distribution to wards is in process of introduction. Salary on scale £1,220 per annum plus London Weighting and higher qualification allowance rising to £1,520 per annum. Additional payment is made for regular evening clinics. Applications naming two referees to the Group Chief Pharmacist, Royal Free Hospital, Gray's Inn Road, London, W.C.1.

HERTFORD COUNTY HOSPITAL
Hertford, Herts.

SENIOR PHARMACIST (CATEGORY III)

Applications are invited for above post. Department responsible for purchase and issue of drugs, dressings, surgical instruments, etc., for above and two smaller hospitals. Whitley Council conditions and salary on scale £1,220 p.a. rising by annual increments to £1,520 p.a. Part-time considered.

Apply to Hospital Secretary, giving details of age, qualifications, and experience, with names of two referees.

CRUMPSALL HOSPITAL
Manchester, 8
Senior Pharmacist

required at this large General Hospital. Work will include quality control. Detailed applications, with names and addresses of two referees, to Hospital Administrator. (Ref. 15791).

ST. BARTHOLOMEW'S HOSPITAL
London, E.C.1
Pharmacist required

5-day week. Basic salary plus London Weighting (£90) and higher qualification allowance (£25) if applicable. Extra pay for evening clinics. Post offers varied experience in a Teaching Hospital and accommodation may be available. Applications, with full particulars and naming two referees to Chief Pharmacist, quoting reference No. ASC/1864.

ROYAL INFIRMARY OF EDINBURGH
Pharmacist, Locum

for Group Pharmaceutical Department. Whitley Council rates and conditions. Accommodation may be available for lady. Write Personnel Officer, giving full details and names of two referees.

ROYAL INFIRMARY OF EDINBURGH

Pharmacist

for Group Pharmaceutical Department. Duties may include attendance at the new Eye Pavilion. Whitley Council Rates and Conditions. Temporary accommodation may be possible for a lady. Write Personnel Office, with full details and names of two referees.

APPOINTMENT OF SENIOR PHARMACIST

Applications are inivited from suitably qualified persons for an additional post of Senior Pharmacist at the Kent County Ophthalmic and Aural Hospital, Maidstone. Duties will include visits to Linton Hospital and other hospitals in the Group; mileage allowance payable. Salary according to professional experience within the scale £1,220-£1,520 a year.

Applications stating age, qualifications, experience and the names and addresses of two referees to be sent as soon as possible to the Group Secretary, Central Kent Hospital Management Committee, 103, Tonbridge Road, Maidstone.

ROYAL FREE HOSPITAL

Senior Pharmacist

Applications are invited for the post of Senior Pharmacist with special responsibility for out-patients pharmacy. The opportunity also exists for participation in a new system of drug distribution to the Wards. Salary on scale £1,220 per annum plus London Weighting and high qualification allowance rising to £1,520 per annum. Additional payment is made for regular evening clinics. Applications naming two referees to the Group Chief Pharmacist, Royal Free Hospital, Gray's Inn Road, London, W.C.1.

ROYAL FREE HOSPITAL

PHARMACIST

Applications are invited for the post of Pharmacist at the above Hospital. Salary on scale £1,152 per annum plus London Weighting, rising to £1,448 per annum with higher qualification allowance and extra pay for evening clinics. Applications naming two referees to the Group Chief Pharmacist, Royal Free Hospital, Gray's Inn Road, London, W.C.1.

PUBLIC APPOINTMENTS

LOCUM PHARMACIST
required for
HEALTH CENTRE
SIGHTHILL, EDINBURGH,

from 1st to 13th September, 1969 inclusive. Apply to the Clerk, Edinburgh Executive Council, 'Drumsheugh House,' 37A Drumsheugh Gardens, Edinburgh, EH3 7SP (Tel. No. 031-225 2983).

Applications are invited for the posts of
SENIOR PHARMACIST AND ASSISTANT PHARMACIST,
whole or part-time,
at the
HEALTH CENTRE,
SIGHTHILL, EDINBURGH

in accordance with the Whitley Council Salary Scales, £1,151 - £1,434 and £1,087 - £1,366 respectively. The appointments will be subject to the Whitley Council Conditions of Service and the National Health Service (Superannuation) (Scotland) Regulations. Canvassing disqualifies. For further particulars and form of application apply to the Clerk, Edinburgh Executive Council, 'Drumsheugh House', 37A Drumsheugh Gardens, Edinburgh, with whom applications should be lodged as soon as possible.

SITUATIONS WANTED

PRODUCTION FOREMAN, experienced in the manufacture of galenicals, ointments, toilet requisites, etc., seeks position, preferably in S. London or Kent. Box C. 1419.

REPRESENTATIVES

Chemist Representative

North Midlands Area

Scott & Bowne have a vacancy in the Sheffield-Nottingham area for a keen, young Representative to sell to the Chemist and Store Trade such famous products as 4711, Vykmin and Fenjal. Age 25-35. Experience of the trade and area an advantage. Excellent remuneration and fringe benefits. Write with brief details of previous career, stating age, to:—

Sales Director,
SCOTT & BOWNE LIMITED,
50 Upper Brook Street,
London, W.1.

Evans, Gadd & Co., Ltd.
Pharmaceutical Wholesalers

CHEMIST'S REPRESENTATIVE

A vacancy will shortly occur for a representative to call on retail pharmacists in parts of Somerset and Devon.

Applicants should be aged between 25-40 years and previous experience in pharmaceutical representation is essential. Residence in Taunton or West Somerset area will be required.

The Company offers a salary and benefits commensurate with the position. A car is provided.

Applications with full details of career to:

The Sales Director,
Evans, Gadd & Co., Ltd.,
10 Smythen Street,
Exeter.

SITUATIONS VACANT—INDUSTRY

Wyeth

*

Pharmaceutical Development Group Leader

Owing to expansion of our pharmaceutical development programme we wish to appoint a Chemist or Pharmacist with several years relevant industrial experience, particularly concerned with liquid oral, parenteral and topical formulation development. The successful candidate will be expected to take responsibility for a group of scientists involved in the development of pharmaceutical formulations to meet clinical trial and market requirements.

Excellent conditions of services are offered in congenial surroundings near Maidenhead. A non-contributory Pension and Life Assurance scheme is operated.

Applications giving all relevant details should be made to:

The Personnel Manager,
John Wyeth and Brother Limited,
Huntercombe Lane South,
Taplow, Maidenhead, Berks.

TWO PHARMACISTS
for Technical Services and Medical Information

Applications are invited for two positions in the Technical Services Department of a rapidly expanding pharmaceutical company. The work is varied and interesting and is concerned with providing a general pharmaceutical and medical information service. Duties include technical correspondence, the extraction and dissemination of information from medical and trade journals, the preparation of literature and promotional material, training representatives and the checking of packaging and advertising copy to ensure compliance with regulations. Constant liaison is maintained with research, medical, sales and manufacturing departments, enabling full use to be made of a wide knowledge of scientific disciplines.

TECHNICAL ASSISTANT

The successful candidate will have a commercial outlook and the ability to think logically and write clearly in good English. Previous retail or hospital experience would be a distinct advantage.

SENIOR ASSISTANT

In addition, the candidate for this position should have had experience in the pharmaceutical industry. A wide knowledge of the structure of the industry and of the National Health Service is required.

The company operates a five day week, and the offices are situated within easy road/rail reach of London. Initial salary will be according to previous experience and will be subject to normal increments.

Applications to:

F. Wilson, Managing Director,
Smith & Nephew Pharmaceuticals Limited,
Bessemer Road, Welwyn Garden City, Herts.

One of the Smith & Nephew Associated Companies.

TABLET COATER

Due to expansion Wright Layman & Umney Ltd., require the services of an additional Tablet Coater in their factory in Southwark, London, S.E.1.

Application should be made in writing giving full particulars of previous experience, age and salary required to Personnel Manager,

Wright Layman & Umney Ltd.,
66/76, Park Street, Southwark,
London, S.E.1.

WAREHOUSE MANAGER required for small growing wholesale chemists in Birmingham. Apply with full details of experience, etc., to Box C 1417.

WANTED

WANTED. We want to purchase—Old drug drawers, display cabinets, bottles, carboys, pill rollers, plaster machines, shop signs, exterior and interior. In fact anything old. We dismantle and collect 100 miles radius of London — 121, Consort Road, Peckham, London, S.E.15. 01-639 6362.

WE WILL PURCHASE for cash a complete stock, a redundant line, including finished or partly finished goods, packaging, raw materials, etc. No quantity too large. Our representative will call anywhere. Write or telephone: Lawrence Edwards & Co., Ltd., 6/7 Wellington Close, Ledbury Road, London, W.11. Tel.: Park 3137-8. C 140

WANTED URGENTLY. Coating pans, 30-36 in. copper or stainless steel. Please phone Mr. Hedges 01-650 2158.

BUSINESSES FOR SALE

DRUG STORE with Full Free Off Licence, Luton, Beds. Cosmetic agencies, corner shop, with nice living accommodation over. Garage. Long lease. Turnover £11,000 pa.a. increasing. Price £4,750 plus stock (about £2,500). Box C 1420.

SMALL DRUG STORE, with 2 bedroomed flat above, Bucks area. 19 years' lease. Low rental. Ideal for first pharmacy. £3,500 stock at valuation. Box C 1416.

LONDON Modern Pharmacy for sale. N.19. Turnover over £20,000. 01-703 7077.

£900 S.A.V. Chemist Sundries — Toilet Requisites Business. Smart shop, main road, shopping centre, nr. Richmond. Rent £275 per annum.—Details 01-892 1266.

FOR SALE

SAVE UP TO 30% on all consumer durable goods — electrical goods, furniture, radios, etc. Famous Manufacturers deliver direct to you. Write for **free 32-page Discount Shopping Guide to Discount Shopping Centres, Western House, 65/67 Western Road, Hove, Sussex.** Tel.: Brighton 778922/3.

uations Vacant Industry—*Continued.*

PHARMACEUTICAL DISTRIBUTION
EAST LONDON

Staff at Supervisory level are required to fill further vacancies arising from an expanding distribution programme at our extensive Walthamstow depot.

The successful applicant will have a working knowledge of Medical and/or Counter lines and will be able to take advantage of the scope offered in these new positions for development and advancement.

Attractive salaries will be paid in addition to which are all the benefits offered by a progressive company.

Please apply in writing, giving details of age, experience and salary to:

D. S. Goulding, Manager,
UNICHEM LTD.,
Westbury Road,
Waltham Forest,
London, E.17.

AGENTS

ROBERT FIELDING
of REGENT STREET

requires agents to carry their range of wigs and hair-pieces. Easy to sell—colossal turnover—terrific repeats.

All enquiries to:—

M. KAY,
31, Maddox Street,
London, W.1.

AGENCIES REQUIRED

by a firm of South African chemists of locally manufactured products, all pharmaceutical, cosmetics or toiletries etc., for distribution throughout South Africa.

Replies to Box C 1422

AGENTS WANTED

in all parts of the U.K. and in Eire with foot connections with the retail chemist trade for well established branded product, nationally advertised for 30 years, full support given by Display Material etc.

Write in confidence to
Box C1423

AGENT WANTED
RESIDENT SOUTH LONDON

For South and Southwest Area. Well known Toilet Preparations. Calling on Chemists and Departmental Stores. Write to:
Cosmetique Vigdor (Londres), Ltd., 66 Pentonville Road, London, N.1.

SHOPFITTERS

IOPFITTINGS — Manufacturers of emists fittings offer Special Terms chemists opening or re-fitting in ay and June, willing to act as ow installations for new range of play shelving, showcases, counters. ual H.P. facilities. Limited amount six year rental available. Rocano mited, St. Paul Street, Bristol, 2. l.: Bristol 40328.

TERPLAN. Modernise with modu- interchangeable fittings to increase your sales. Complete services cluding shop fronts if required. ee planning and brochures avail- le. Olney Bros. Ltd., Northbridge ad, Berkhamsted, Herts. Tel. 17/8/9.

SITUATIONS VACANT
GENERAL

ASSISTANT (Female)
for
Information Department

of weekly Journal. Must be intelligent and adaptable, well educated, a proficient typist (shorthand not essential) with good telephone manner and able to act on her own initiative. Preference given to applicant aged about 24, with some knowledge of the pharmaceutical industry. Holiday with pay this year. Excellent salary and Luncheon Vouchers.

Apply, **Editor,**
Chemist & Druggist,
28, Essex Street,
Strand, London, W.C.2.

SURGICAL INSTRUMENT MAKERS require male assistants age between 25-50 with Operating Theatre or other experience in handling surgical supplies. Pension scheme. Good prospects. Send particulars, age etc. in writing for appointment: DOWN BROS. and MAYER & PHELPS LTD., Church Path, Mitcham.

APPOINTMENTS OVERSEAS

Pharmacist
$7116.00-$8096.00

The Surgeon General of the Canadian Armed Forces offers an outstanding military career to registered graduate pharmacists in good standing within their profession who are British subjects, of good health, and under 35 years of age.

We invite you to send in your personal résumé and to enquire about this excellent career opportunity in Canada. We will be pleased to provide complete details including information on salary, re-location arrangements and fringe benefits at no obligation.

Canadian Defence Liaison Staff
1 Grosvenor Square,
London W.1.

THE CANADIAN ARMED FORCES

WANTED FOR SOUTH AFRICA

Qualified CHEMISTS and DRUGGISTS

We have posts to be filled by English or Irish qualified Chemists and Druggists (men and women). Although the British qualification is not accepted in South Africa, we pay the qualified wage and accept the responsibility of these people.

Our representative, Mr. Harold Tannenbaum will be in London and will be pleased to interview any prospective candidate at the Mount Royal Hotel from the 26th May to the 30th May, 1969.

Kindly telephone Mr. Tannenbaum during this period to arrange an interview.

MISCELLANEOUS

SELF SERVICE DISCOUNT HOUSE
5/- IN £ CARPETS
4/- IN £ FURNITURE & BEDS
off makers rec. retail price
SEND FOR FREE SELF SERVICE LIST
John Evans House, Russell Parade, Golders Green Road, London N.W.11.
Tel: 01-455 9774/9

CONTURE (Form-Fitting) £5 gross, retails £12. Sample dozen 10s. Surex Ltd., 8 Edward Street, Blackpool.

MANLY MAN'S BELT. Nationally advertised "obtainable from chemists." 45s. Full trade terms. Order by waist measurement from Manly Co., The Mill, Worthing Road, Horsham, Sussex. Tel.: Horsham 3208.

SITUATIONS VACANT RETAIL

MANAGER required for North London pharmacy option to purchase if required. Finance available. Box C 1404.

COSMETICS AND PERFUMERY

A position will shortly arise on the beauty counter of a high-class town centre pharmacy, which stocks all leading agencies, as well as a small range of fancy goods. The duties will include, in addition to normal shop work, stock controlling and buying, advice on skin care, and maintaining contact with established clients. The successful applicant will be trained to assume full responsibility for this counter

Applications are invited from ladies aged no less than 25, possessing an interest in people, preferably with some experience in selling cosmetics. Please apply in writing to The Manager, 6 George Street, Halifax, Yorks.

LONDON, E.1.

A GENTLEMAN REQUIRED

with a keen ability and enthusiasm for general duties with knowledge of photography.

Apply stating age and experience to BOX C 1418.

SHOPS TO LET

CHEMISTS. New shop with living accommodation ideal for this trade in thickly populated area outskirts Winchester. Two shops remaining at £975 p.a. and £1,115 p.a. on lease. Sole Agents: Pearsons, Walcote Chambers, Winchester (Tel.: 3388).

BUSINESS OPPORTUNITIES

HIGH CLASS Cosmetics and Toiletry Manufacturer wishes to dispose of top quality Discontinued lines all in perfect condition. Excellent profit-making opportunity. Large or small quantities. Write for lists. Box C 1421.

TRANSLATIONS

MEDICAL, Pharmaceutical, Biological translations from French, Rumanian and Portuguese into English and from English into French and Rumanian. Dr. J. Jacobson, 94 Temple Fortune Lane, N.W.11. 01-455 1010.

IMPORTANT

Box Office numbers are intended exclusively for specific answers to particular advertisements. Price Lists, Trade Circulars, Samples and Printed Matter cannot be forwarded.

TRADE SERVICES

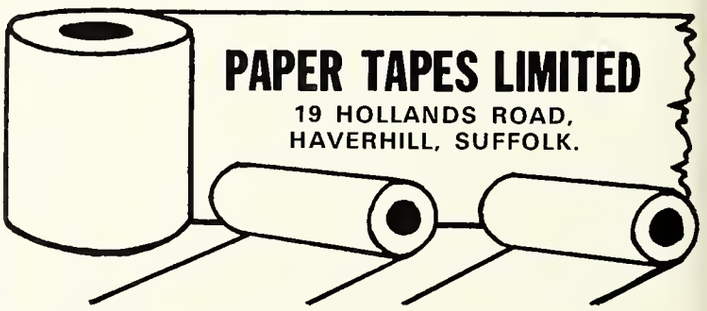


Cash Register Rolls are an expensive item on which there is no return. We can reduce these costs for you.

As manufacturers, we offer you

★ **Competitive Prices** ★ **High Quality**
★ **Superb Service** ★ **Ex stock Deliveries**

Don't wait! Write now for a free copy of our catalogue giving full details of rolls to fit all types of cash registers, together wtih prices. We will also send you samples—just let us know what types of register you use and we'll do the rest.



APPOINTMENTS AND CLASSIFIED RATES

LINAGE	5/- per line (Min. 25/-)
SEMI-DISPLAY	£3 per s.c.i. minimum.
DISPLAY	£4 per s.c.i. minimum (1″×$\frac{2}{3}$″).
	$\frac{1}{4}$ Page (4$\frac{1}{2}$″×3$\frac{1}{2}$″) £36
	$\frac{1}{2}$ Page (4$\frac{1}{2}$″×7″) or (9″×3$\frac{1}{2}$″) £52
	1 Page (9″×7″) £98
SITUATIONS WANTED	9/- per 18 words minimum 6d. per word thereafter.
BOX NUMBER	3/-

Classified copy received by 4 p.m. Tuesday will be published Saturday issue same week. Advertisements should be pre-paid

POST TO; **Classified Dept. Chemist and Druggist 28 Essex Street, Strand, London, W.C.2.**

PHONE TO; **01-353 6565 Ext. 127.**

Hospital Appointments—*Continued.*

St. Thomas' Hospital Group Pharmacy, London S.E.1

Start your career in hospital pharmacy in this medical undergraduate teaching group. Five posts are open to post-graduate students and five to newly-registered pharmacists. The students commence their twelve month training on 1st September each year, and where possible, are encouraged to stay on to gain experience and promotion. There are also opportunities for part-time work with hours arranged to suit.

A full range of pharmaceutical work is done in the Pharmacy Departments of the Group.

Further enquiries to Personnel Officer

A RECORD NUMBER

of over 30 replies was recently received by one of our advertisers on the Classified pages under a Box Number.

This is proof of our pulling power and also of the intensive readership of these pages.

We can offer YOU the same service and opportunity of obtaining a satisfactory response to your requirements.

Ring 01-353 6565 Ext. 127 and discuss it with the Classified Representative of C & D—TODAY.

PLEASE MENTION C & D WHEN REPLYING TO ADVERTISEMENTS

WELLCOME INSTITUTE LIBRARY

Printed by EDEN FISHER (SOUTHEND) LTD., Sutton Road, Southend-on-Sea, Essex, for the proprietors MORGAN-GRAMPIAN LIMITED, at 28 Essex Street, Strand, London, W.C.2 24/24/48

It's time you packed up movies! (and made more money)

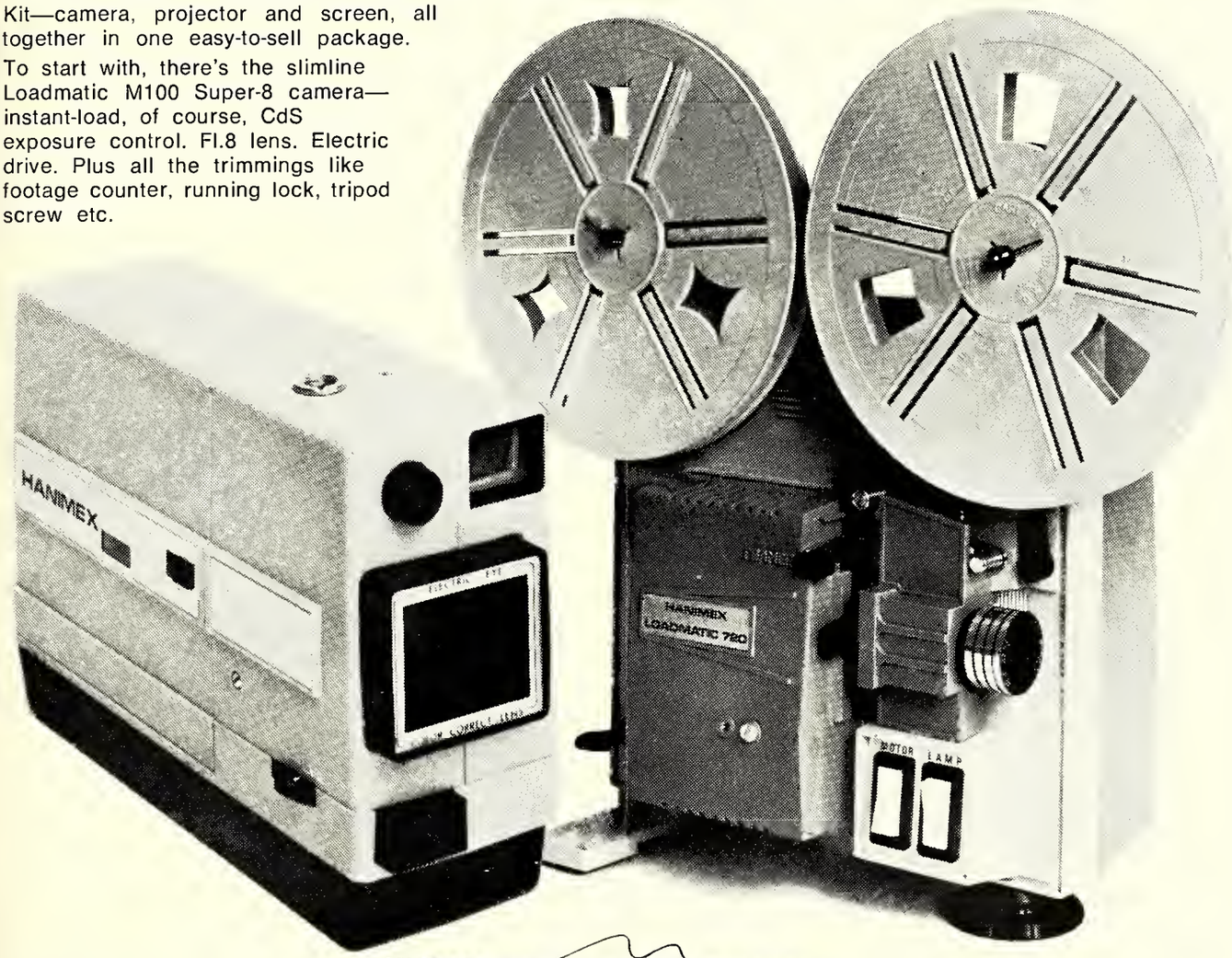
With tax-loaded movie equipment, prices going ski-high, it isn't surprising more and more family movie makers are looking around for the packaged deal.

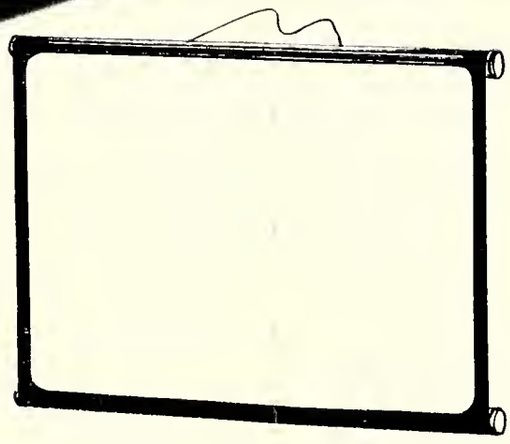
That's why Hanimex have enabled you to meet this growing demand with the new Hanimex Loadmatic Movie Kit—camera, projector and screen, all together in one easy-to-sell package.

To start with, there's the slimline Loadmatic M100 Super-8 camera—instant-load, of course, CdS exposure control. FI.8 lens. Electric drive. Plus all the trimmings like footage counter, running lock, tripod screw etc.

The projector is the 720 Super-8 with spool-to-spool automatic loading. Zoom lens. Power rewind 400ft. capacity. Complete with lamp and rewind spool.

Add a 30in. x 40in. screen, a phenomenal £53 18s. 6d. price ticket and you've got the movie offer to outsell all movie offers!





If you'd like to know more about the Hanimex Loadmatic Movie Kits and the big profits that you can make selling them, write to Hanimex today!

HANIMEX MONEY MAKING MOVIE KIT

Distributed by Hanimex (U.K.) Ltd., 15/24 Great Dover Street, London, S.E.1.

C&D
CHEMIST AND DRUGGIST
MAY 10 1969

1969 is your leap year.

Atkinsons say so.

The demand for Atkinsons products is going ahead by leaps and bounds – and so will *your* profits in 1969. Atkinsons are advertising non-stop in these leading women's magazines – Vogue, Honey, Vanity Fair, Flair, She, 19 and Nova. Be ready for an exciting newcomer to the Atkinsons range too! Stock up for the rush hours now, make this year *your* leap year for profits.



ATKINSONS

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